# CASHBOX

October 29, 1977

NEWSPAPER

$1.75

Jimmy Witherspoon

Tanya Tucker

Greg Errico

War

FAR OUT

Ronnie Laws

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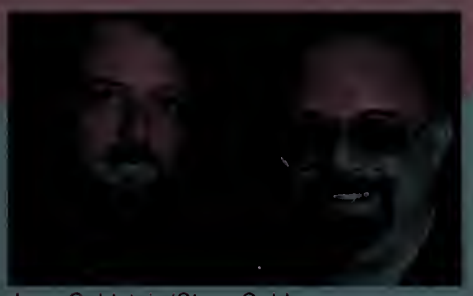

Jerry Goldstein/Steve Gold

Jimmy Ford

Ike White

Aalon

Redbone

Eloise Laws

# THE FAR OUT FAMILY

# Dave Loggins has arrived.

"Please Come To Boston" introduced America to a very special writer and performer.

It has taken him more than a year to lovingly craft the songs for his new album.

Now on "One Way Ticket To Paradise," Dave Loggins has continued to develop his lyric and melodic gifts. The result is a warm and perceptive celebration of love and life that confirms his position as one of the most important new artists around.

**Dave Loggins' "One Way Ticket To Paradise,"**
PE 34713
**it's a trip you won't want to miss. On Epic Records and Tapes.**

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THE INTERNATIONAL MUSIC RECORD WEEKLY

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## cash box editorial

# Misleading The Record Buyer

The Oct. 17 airing of "Consumer Buyline" with David Horowitz on KNBC-TV in Los Angeles, featured a segment on purchasing records and some of the quality problems that consumers may find with today's records. This weekly consumer protection program gave a fair accounting of inherent problems in the manufacturing of records and the decreasing quality of the physical product over the past few years.

**Cash Box** is well aware of pressing quality problems and utilized this space on June 11, 1977 to explain our feelings on the subject.

But, the "Consumer Buyline" program ended on a less than objective note, and in fact, misled the public concerning the profitability of records. Utilizing interviews with a pressing plant chief and a retail store manager, the show unfairly edited two answers together. They asked the pressing plant official the cost of manufacturing an album, to which he responded "about 35¢." Immediately following, they queried the retailer as to the average retail cost of an album, to which *he* responded, "about $4.50."

Both of these answers are correct, but in the context of the editing, they unfortunately sought to correlate the two figures. What happened, we asked Horowitz, to the expenses of promotion, sales, artist royalties, publishing, marketing, merchandising, freight and the many other cost factors that add up to the overall price of a record?

When contacted by **Cash Box** on the issue of misleading the public, both Horowitz and producer Lloyd Thaxton admitted to the biased editing and described the segment as a "teaser." They added that a second show about buying records was planned, but no date was set. In addition, they noted that the second show would possibly begin with the misleading editing, but would be clarified within the context of the show by explaining the in-between costs.

We at **Cash Box** do not object to programs examining the problems of buying records. "Consumer Buyline" was objective enough to point out that the return policies of retailers rarely cost the consumer money when they purchase a defective record.

But we at **Cash Box** do object to anyone knowingly misleading the public, especially on a program which prides itself on protecting the consumer from frauds. A clarification of record industry costs is definitely in order to rectify a glaring inaccuracy.

**NUMBER ONE**
**SINGLE OF THE WEEK**
YOU LIGHT UP MY LIFE
DEBBY BOONE
Curb/WB 8446
Writer: Joe Brooks

**NUMBER ONE**
**ALBUM OF THE WEEK**
RUMOURS
FLEETWOOD MAC
Warner Brothers BSK 3010

# CASH BOX TOP 100 SINGLES

October 29, 1977

| | | 10/22 | 10/15 | Weeks On Chart |
|---|---|---|---|---|
| 1 | **YOU LIGHT UP MY LIFE** DEBBY BOONE (Curb/WB 8455) CPP | 1 | 1 | 10 |
| 2 | **NOBODY DOES IT BETTER** CARLY SIMON (Elektra 45413) B-3 | 2 | 3 | 15 |
| 3 | **STAR WARS THEME** MECO (Millennium/Casablanca 604) CPP | 3 | 4 | 14 |
| 4 | **BOOGIE NIGHTS** HEATWAVE (Epic 8-50370) ALM | 6 | 8 | 17 |
| 5 | **THAT'S ROCK 'N' ROLL** SHAUN CASSIDY (WB/Curb 8423) WB | 4 | 5 | 14 |
| 6 | **I FEEL LOVE** DONNA SUMMER (Casablanca NB 884) ALM | 7 | 9 | 13 |
| 7 | **BRICK HOUSE** COMMODORES (Motown M 1425) CPP | 9 | 11 | 10 |
| 8 | **KEEP IT COMIN' LOVE** KC & THE SUNSHINE BAND (TK 1023) CPP | 5 | 2 | 14 |
| 9 | **DON'T IT MAKE MY BROWN EYES BLUE** CRYSTAL GAYLE (United Artists UA XW 1016) B-3 | 10 | 12 | 11 |
| 10 | **SWAYIN' TO THE MUSIC** JOHNNY RIVERS (Big Tree/Atl. 16094) WB | 8 | 6 | 19 |
| 11 | **IT WAS ALMOST LIKE A SONG** RONNIE MILSAP (RCA PB 10976) ALM/CPP | 12 | 14 | 17 |
| 12 | **HEAVEN ON THE SEVENTH FLOOR** PAUL NICHOLAS (RSO RS 878) CH | 14 | 17 | 12 |
| 13 | **JUST REMEMBER I LOVE YOU** FIREFALL (Atlantic 3420) WB | 16 | 20 | 12 |
| 14 | **IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME** BARRY WHITE (20th Century 2350) B-3 | 17 | 22 | 12 |
| 15 | **SHE DID IT** ERIC CARMEN (Arista ASO266) WB | 15 | 16 | 10 |
| 16 | **BABY, WHAT A BIG SURPRISE** CHICAGO (Columbia 3-10620) CPP | 19 | 26 | 6 |
| 17 | **COLD AS ICE** FOREIGNER (Atlantic 3410) WB | 18 | 10 | 15 |
| 18 | **WE'RE ALL ALONE** RITA COOLIDGE (A&M 1965) WB | 20 | 24 | 8 |
| 19 | **HELP IS ON THE WAY** LITTLE RIVER BAND (Capitol 4428) WB | 21 | 25 | 14 |
| 20 | **ON AND ON** STEPHEN BISHOP (ABC 12260) ALM | 11 | 7 | 25 |
| 21 | **WE JUST DISAGREE** DAVE MASON (Columbia 3-10575) B-3 | 24 | 29 | 8 |
| 22 | **HOW DEEP IS YOUR LOVE** BEE GEES (RSO 882) WB | 27 | 34 | 6 |
| 23 | **BLUE BAYOU** LINDA RONSTADT (Elektra E-45431-A) A-R | 26 | 32 | 8 |
| 24 | **SIGNED, SEALED, DELIVERED** PETER FRAMPTON (A&M 972) CPP | 13 | 15 | 10 |
| 25 | **THE KING IS GONE** RONNIE McDOWELL (GRT 135) CPP | 25 | 18 | 8 |
| 26 | **STRAWBERRY LETTER 23** BROTHERS JOHNSON (A&M 1949) ALM | 22 | 23 | 16 |
| 27 | **DON'T WORRY BABY** B.J. THOMAS (MCA 40735) ALM | 23 | 13 | 16 |
| 28 | **SEND IN THE CLOWNS** JUDY COLLINS (Elektra 45253-A) PLY | 32 | 39 | 6 |
| 29 | **DAYBREAK** BARRY MANILOW (Arista AS 2073) B-3 | 34 | 42 | 5 |
| 30 | **ISN'T IT TIME** THE BABYS (Chrysalis CHS-2173) CPP | 38 | 51 | 5 |
| 31 | **I JUST WANT TO MAKE LOVE TO YOU** FOGHAT (Bearsville WB 0319) BB | 33 | 38 | 9 |
| 32 | **SURFIN' USA** LEIF GARRETT (Atlantic A 3423) CPP | 29 | 31 | 10 |
| 33 | **YOUR SMILING FACE** JAMES TAYLOR (Columbia 3-10602) WB | 42 | 49 | 5 |
| 34 | **CHANGES IN LATITUDES, CHANGES IN ATTITUDES** JIMMY BUFFETT (ABC 12305) WB | 38 | 51 | 5 |
| 35 | **MY FAIR SHARE** SEALS & CROFTS (Warner Bros. WBS 8405) WB | 40 | 47 | 9 |
| 36 | **IT'S SO EASY** LINDA RONSTADT (Elektra 45438) B-3 | 45 | 60 | 4 |
| 37 | **TELEPHONE LINE** ELECTRIC LIGHT ORCHESTRA (United Artists/Jet 1000) B-3 | 30 | 21 | 20 |
| 38 | **DUSIC** BRICK (Bang 734) WB | 46 | 52 | 9 |
| 39 | **I WOULDN'T WANT TO BE LIKE YOU** ALAN PARSONS (Arista AS 0260) ALM | 31 | 27 | 11 |
| 40 | **YOU MAKE LOVIN' FUN** FLEETWOOD MAC (WBS 8480) WB | 51 | 64 | 3 |
| 41 | **GONE TOO FAR** ENGLAND DAN & JOHN FOP COLEY (Big Tree BT-16102) WB | 48 | 55 | 5 |
| 42 | **I GO CRAZY** PAUL DAVIS (Bang B-733) WB | 44 | 46 | 10 |
| 43 | **THUNDER IN MY HEART** LEO SAYER (Warner Bros. WBS 8465) ALM | 49 | 58 | 5 |
| 44 | **DO YOU WANNA GET FUNKY WITH ME** PETER BROWN (Drive 6258) CPP | 47 | 50 | 8 |
| 45 | **A PLACE IN THE SUN** PABLO CRUISE (A&M 1976) CPP | 50 | 59 | 6 |
| 46 | **BEST OF MY LOVE** EMOTIONS (Columbia 3-10544) ALM | 43 | 45 | 20 |
| 47 | **COME SAIL AWAY** STYX (A&M 1977) ALM | 52 | 61 | 8 |
| 48 | **BABY COME BACK** PLAYER (RSO 879) CPP | 54 | 65 | 5 |
| 49 | **(EVERY TIME I TURN AROUND) BACK IN LOVE AGAIN** L.T.D. (A&M 1974) WB | 60 | 69 | 7 |
| 50 | **SWINGTOWN** STEVE MILLER (Capitol P4496) WB | 62 | 77 | 3 |
| 51 | **SHE'S NOT THERE** SANTANA (Columbia 3-10616) CPP | 57 | 67 | 5 |
| 52 | **DRAW THE LINE** AEROSMITH (CBS 3-10637) WB | 58 | 66 | 3 |
| 53 | **WAY DOWN** ELVIS PRESLEY (RCA 10998) ALM | 39 | 33 | 19 |
| 54 | **CALLING OCCUPANTS OF INTERPLANETARY CRAFT** CARPENTERS (A&M 1978) ALM | 59 | 62 | 6 |
| 55 | **JUNGLE LOVE** STEVE MILLER BAND (Capitol 4466) WB | 53 | 40 | 13 |
| 56 | **I JUST WANT TO BE YOUR EVERYTHING** ANDY GIBB (RSO 872) WB | 56 | 37 | 22 |
| 57 | **SLIP SLIDIN' AWAY** PAUL SIMON (Columbia 3-10630) BB | 61 | 70 | 3 |
| 58 | **HERE YOU COME AGAIN** DOLLY PARTON (RCA PB-11123) CPP | 65 | 74 | 4 |
| 59 | **SENTIMENTAL LADY** BOB WELCH (Capitol P-4479) WB | 64 | 76 | 4 |
| 60 | **LOVE GUN** KISS (Casablanca NB 895 AS) ALM | 55 | 57 | 6 |
| 61 | **CAT SCRATCH FEVER** TED NUGENT (Epic 8-50425) WB | 63 | 35 | 15 |
| 62 | **THE WAY I FEEL TONIGHT** BAY CITY ROLLERS (Arista ASO272) CPP | 75 | 84 | 4 |
| 63 | **SILVER LADY** DAVID SOUL (Private Stock 163) ALM | 66 | 71 | 5 |
| 64 | **FAIR GAME** CROSBY, STILLS & NASH (Atlantic 3432) WB | 70 | 73 | 4 |
| 65 | **DEVIL'S GUN** C.J. & CO. (Westbound/Atlantic WB 55400) WB | 67 | 68 | 8 |
| 66 | **GOIN' PLACES** THE JACKSONS (Epic 50454) B-3 | 69 | 78 | 4 |
| 67 | **WE ARE THE CHAMPIONS** QUEEN (Elektra E-45441) CPP | 74 | — | 2 |
| 68 | **FROM GRACELAND TO THE PROMISED LAND** MERLE HAGGARD (MCA 40804) B-3 | 71 | 75 | 4 |
| 69 | **YOU'RE MOVING OUT TODAY** CAROLE BAYER SAGER (Elektra 45422) CH | 72 | 80 | 7 |
| 70 | **HARD TIMES** BOZ SCAGGS (Col. 3-10606) | 73 | 82 | 3 |
| 71 | **YOU'RE IN MY HEART** ROD STEWART (WBS 8475) WB | 79 | — | 2 |
| 72 | **I BELIEVE YOU** DOROTHY MOORE (Malaco/TK 1042) ALM | 28 | 28 | 18 |
| 73 | **DO YOUR DANCE** ROSE ROYCE (WB WHI 8440) WB | 81 | 85 | 4 |
| 74 | **RED HOT** ROBERT GORDON WITH LINK WRAY (Private Stock 156) CPP | 77 | 81 | 7 |
| 75 | **MONEY, MONEY, MONEY** ABBA (Atlantic 3434) CPP/IMM | 78 | 88 | 3 |
| 76 | **DON'T STOP** FLEETWOOD MAC (WB WBS 8413) CPP | 35 | 19 | 17 |
| 77 | **THE HAPPY GIRLS** HELEN REDDY (Capitol 4437) ALM | 85 | — | 2 |
| 78 | **FLOAT ON** THE FLOATERS (ABC 12284) CPP | 36 | 30 | 19 |
| 79 | **THE GREATEST LOVE OF ALL** GEORGE BENSON (Arista 251) CPP | 41 | 36 | 14 |
| 80 | **YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)** HIGH INERGY (Gordy/Motown G-7155) CPP | 88 | — | 2 |
| 81 | **STAR WARS** LONDON SYMPHONY ORCHESTRA (20th Century TC 2345) CPP | 68 | 53 | 27 |
| 82 | **TEN TO EIGHT** DAVID CASTLE (Parachute/Casablanca 501) B-3 | 84 | 87 | 5 |
| 83 | **BE MY LADY** METERS (Warner Brothers WBS 8434) WB | 83 | 86 | 7 |
| 84 | **ECHOES OF LOVE** DOOBIE BROTHERS (WBS 8471) WB | 86 | 90 | 3 |
| 85 | **GETTING READY FOR LOVE** DIANA ROSS (Motown 1427) CPP | — | — | 1 |
| 86 | **BABY LOVE** MOTHER'S FINEST (Epic 8-50407) CPP | 87 | 89 | 6 |
| 87 | **HEAVEN'S JUST A SIN AWAY** THE KENDALLS (Ovation OV 1103) B-3 | 95 | 99 | 3 |
| 88 | **AVENGING ANNIE** ROGER DALTREY (MCA 40800) CPP | 89 | 91 | 5 |
| 89 | **GEORGIA RHYTHM** ATLANTA RHYTHM SECTION (Polydor PB 14432) CPP | 91 | 97 | 3 |
| 90 | **STONE COLD SOBER** CRAWLER (Epic 50442) | 90 | 92 | 4 |
| 91 | **SHAKE IT WELL** DRAMATICS (ABC 12299) CPP | 92 | 84 | 4 |
| 92 | **DANCING IN THE MOONLIGHT** THIN LIZZY (Mercury 73945) CPP | 93 | 95 | 5 |
| 93 | **STARTED OUT DANCING, ENDED UP MAKIN' LOVE** ALAN O'DAY (Pacific 002) WB | 94 | 96 | 4 |
| 94 | **CLOSER TO THE HEART** RUSH (Mercury 73958) | — | — | 1 |
| 95 | **WHY DO LOVERS (BREAK EACH OTHERS HEART)** HALL & OATES (RCA PB-11132) | 96 | — | 2 |
| 96 | **CAN'T IT ALL BE LOVE** RANDY EDELMAN (Arista AS 0268) | 97 | — | 2 |
| 97 | **FALLING** LeBLANC & CARR (Big Tree 16100) CPP | 98 | — | 2 |
| 98 | **DON'T LET THE FLAME BURN OUT** JACKIE DeSHANNON (Amherst AM 725) | — | — | 1 |
| 99 | **DANCE, DANCE, DANCE** CHIC (Atlantic 3435) | 100 | — | 2 |
| 100 | **ANY WAY YOU WANT ME** SYLVERS (Capitol 4493) | — | — | 1 |

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Any Way You (Rosy Publishing Inc. — BMI) ..... 100
A Place In The (Irving Music Inc./ Pablo Cruise Music — BMI) ..... 45
Avenging Annie (April Music Inc. — ASCAP) ..... 88
Baby Come Back (Touch Of Gold/Crowbeck/ Stigwood — BMI) ..... 48
Baby Love (Satsongs — ASCAP) ..... 86
Baby, What A (Polish Prince Music — ASCAP) .... 16
Be My Lady (Cabbage Ally Music/ Rhinelander Music — BMI) ..... 83
Best Of My (Saggifire — BMI/Steelchest — ASCAP) 46
Blue Bayou (Acuff-Rose Pub. Inc. — BMI) ..... 23
Boogie Nights (Rondor/Almo — ASCAP) ..... 4
Brick House (Jobete — ASCAP) ..... 7
Calling Occupants (Welbeck Music Corp. — ASCAP) 54
Can't It All (Piano Picker/Unart — BMI) ..... 96
Cat Scratch Fever (Magic Land — ASCAP) ..... 61
Changes In Latitudes (Coral Reefer/ Outer Banks — BMI) ..... 34
Closer To The (Lor Music Pub. — ASCAP) ..... 94
Cold As Ice (Somerset/Evensong/WB — ASCAP) . 17
Come Sail Away (Almo/Stygin — ASCAP) ..... 47
Dance, Dance, Dance (Cotillion Music/ Kreimer Music — BMI) ..... 99
Dancing In The (MCPS — ASCAP) ..... 92
Daybreak (Kamakazi Music Corp./ Angeldust Music — BMI) ..... 29
Devil's Gun (ATV — BMI) ..... 65
Don't It Make (United Artists — BMI) ..... 9
Don't Let The Flame (Halwill Music/Plain & Simple Music — ASCAP) ..... 98
Don't Stop (Gen Too — BMI) ..... 76
Don't Worry (Irving — BMI) ..... 27
Do You Wanna Get (Sherlyn Pub. Co. Inc. — BMI) . 44
Do Your (Warner/Taberland — BMI) ..... 73
Draw The Line (Daksel Music Corp./ Vinaloo Prod./Song & Dance Music Co. — BMI) . 52
Dusic (Caliber/Good High — ASCAP) ..... 38
Echoes Of Love (Soquel Songs — ASCAP) ..... 84
Every Time (Teeman — BMI) ..... 49
Fair Game (Gold Hill Music Inc. — ASCAP) ..... 64
Falling (Carrhern Music — BMI) ..... 97
Float On (ABC-Dunhill/Wood Songs — BMI) ..... 78
Georgia Rhythm (Low-Sal Music Co. — BMI) ..... 89
Getting Ready (Braintree Music/Golde's Gold/Snow Music — ASCAP) ..... 85
Goin' Places (Mighty Three — BMI) ..... 66
Gone Too Far (Dawn Breaker Music Co./ Cold Zinc Music Inc. — BMI) ..... 41
Graceland To The (Shade Tree Music Inc. — BMI) . 68
Hard Times (Boz Scaggs Music — ASCAP) ..... 70
Heaven Is Just (Lorville — SESAC) ..... 87
Heaven On The (Keyboard Pendulum/ Chappell — ASCAP) ..... 12
Help Is On The (Australian Tumblewood — BMI) .. 19
Here You Come (Screen Gems-EMI Music/ Summerhill Songs — BMI) ..... 58
How Deep Is (Stigwood Music Inc./ Unichappell — BMI) ..... 22
I Believe You (Music Ways/Flying Addrisi — BMI) . 72
I Feel Love (Ricks — BMI) ..... 6
I Go Crazy (Web IV Music — BMI) ..... 42
I Just Want (Stigwood/Unichappell — BMI) ..... 56
I Just Want To Make Love (Arc Music Corp. — BMI) 31
Isn't It Time (Jacon Music/X-Ray Music — BMI) ... 30
It's Ecstasy (Sa-Vette Music Co. — BMI) ..... 14
It's So Easy (MPL Communications Inc. — BMI) ... 36
It Was (Chess/Case David — ASCAP) ..... 11
I Wouldn't Want (Wolfsongs — BMI) ..... 39
Jungle Love (Sailor Music — ASCAP) ..... 55
Just Remember (Stephen Stills — BMI) ..... 13
Keep It Comin' Love (Sherlyn — BMI) ..... 8
Love Gun (Songs Inc — ASCAP) ..... 60
Money, Money (Artwork Music Co. Inc. — ASCAP) 75
My Fair Share (Warner Bros. Music Corp. — ASCAP) 35
Nobody Does It (United Artists — ASCAP/ Unart — BMI) ..... 2
On And On (Stephen Bishop — BMI) ..... 20
Red Hot (Hi Lo — BMI) ..... 74
Send In The (Beautiful Music Inc./ Revelation Music Pub. — ASCAP) ..... 28
Sentimental Lady (Warner Bros. Music — ASCAP) 59
Shake It Well (Groovesville — BMI/ Conquistador — ASCAP) ..... 91
She Did It (C.A.M. — BMI) ..... 15
She's Not There (Al Gallico Music Corp. — BMI) .. 51
Signed, Sealed (Jobete — ASCAP) ..... 24
Silver Lady (Topanga Music/ Ship Tree Music — ASCAP) ..... 63
Slip Slidin' Away (Paul Simon — BMI) ..... 57
Star Wars (Fox Fanfare — BMI) ..... 3,81
Started Out (WB Music Corp. — ASCAP) ..... 93
Strawberry (Kidada/Off The Wall — BMI) ..... 26
Stone Cold Sober (April — ASCAP) ..... 90
Surfin' USA (ARC Music — BMI) ..... 32
Swayin' To (WB — ASCAP) ..... 10
Swingtown (Sailor Music — ASCAP) ..... 50
Telephone Line (Unart/Jet — BMI) ..... 37
Ten To Eight (Unart — BMI) ..... 82
That's Rock 'N' Roll (C.A.M./USA — BMI) ..... 5
The Greatest Love (Columbia Pictures — BMI) .... 79
The Happy Girls (Almo Music Corp/Irving Music Inc./Buggerlugs Music Co. — ASCAP/BMI) ..... 77
The King Is (Midnight & Brim — SESAC) ..... 25
The Way I Feel (Rosewater Music/ Careers Music Inc. — BMI) ..... 62
Thunder In My (Braintree Music — BMI/ Longmanor Music Inc./ Chrysalis Music Corp. — ASCAP) ..... 43
Way Down (Leon/Ahab — BMI) ..... 53
We Are The (Queen Music Ltd.) ..... 67
We Just Disagree (Blackwood Music/ Bruiser Music — BMI) ..... 21
We're All Alone (Boz Scaggs Music — ASCAP) .... 18
Why Do Lovers (Hot-Cha Music Co./ Unichappell Music Inc. — BMI) ..... 95
You Can't Turn (Jobete Music — ASCAP) ..... 80
You Light Up (Big Hill — ASCAP) ..... 1
You Make Lovin' (Gentoo Music Inc. — BMI) ..... 40
You're In My (Riva Music Inc. — ASCAP) ..... 71
You're Moving Out (Unichappell/ Begoinia Melodies/Fedora/Devine's — BMI) .... 69
Your Smiling (Country Road Music Inc. — BMI) ... 33

**AB/B — April Blackwood/Bradley ALM — Almo AR — Acuff/Rose BB — Big Bells B-3 — Big Three CH — Chappell CIM — Cimno CPP — Columbia Pictures Pub HAN — Hansen**

"TEN TO EIGHT"

RR 501

# David Castle

The first hit single
from an exciting new
singer/songwriter...

on

chute Records, Inc.

Distributed by
Record and FilmWorks

# THE LINE IS BUSY.

Busy at places like:

| | | | | | |
|---|---|---|---|---|---|
| WCAO | Baltimore | WBBF | Rochester (#28) | WOKY | Milwaukee |
| WRKO | Boston (#27) | WOLF | Syracuse | WZUU | Milwaukee |
| WVBF | Boston | WPJB | Providence (#23) | KSLQ | St. Louis |
| WYSL | Buffalo | WBBQ | Augusta | WOW | Omaha |
| 13Q | Pittsburgh (#29) | WRFC | Athens (#30) | KTOQ | Rapid City (#22) |
| WIFI | Philadelphia (#29) | WFLB | Fayetteville | K100 | Los Angeles |
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| WAVZ | New Haven | WAYS | Charlotte | KCBN | Reno |
| WPRO-FM | Providence (#30) | WDRQ | Detroit (#29) | KNDE | Sacramento |
| | | KWWL | Waterloo | | |

Busy at album radio, with an avalanche of across-the-board support.
And busy on the charts, where the number has been changed to
68 *Billboard,* 52 *Cashbox* and 60 *Record World.*

**"DRAW THE LINE."** 8-10637
**A PREDICTABLY ENORMOUS AEROSMITH SINGLE.**
**FROM THEIR FORTHCOMING ALBUM,"DRAW THE LINE."**
JC 34856*
**ON COLUMBIA RECORDS.**

Produced by Jack Douglas and Aerosmith for Contemporary Communications Corp. and Waterfront Productions Ltd. Direction: David Krebs Steve Leber for Leber-Krebs Inc.

*Also available on tape.

"COLUMBIA," MARCAS REG © 1977 CBS INC.

***ABBA RE-SIGNS WITH ATLANTIC***— *Atlantic Records has resigned Abba to a long-term Kline, senior vice president of promotion for Atlantic; Sheldon Vogel, executive vice president of Atlantic; Mike Mayer, the group's attorney; Dave Glew, senior vice president and general manager of Atlantic; and Mike Klenfner, senior vice president of Atlantic. Seated (l-r) are: Mildred Fields, U.S. representative for Abba; John Spalding, vice president for Polar Music International; Jerry Greenberg, president of Atlantic Records; and Stig Anderson, president of Polar Records International.*

# Indie Manufacturers Switch To N.Y. Distribs In Boston

**by Charles Paikert and Mark Mehler**

NEW YORK — London Records has just shifted its Boston/New England distribution from Music Suppliers to the New York-based Alpha Distributors. The move underscores the accelerating trend toward transshipping, and the decline of Boston's local independent distributors.

Gordon Dinerstein, president of Music Suppliers, which lost its last major line when London switched, characterized the future of Boston's indie distributors as "precarious."

"There is extreme pressure being exerted by the New York distributors on all manufacturers to consider Boston part of New York territory. They're telling them that effective distribution in this market comes solely out of New York," Dinerstein commented. These New York suppliers, however, have had a foothold in New England for years.

"It's become the day of the super-independents covering more than two or three markets out of one base, using one warehouse and sales offices in other markets," said George Mull, Boston branch manager for the New York-based Malverne Distributors. Malverne and Alpha currently control a major part of the indie distribution in the Boston/New England area.

According to the owner of a Boston one-stop, the fact that Alpha and Malverne Distributors in New York have "carved up the Boston market," combined with the shift of several major labels to branch distribution

*(continued on page 99)*

# Van Zant, Gaines Killed In Skynyrd Airplane Crash

**by Dave Fulton**

LOS ANGELES — Two regular members of the Lynyrd Skynyrd band and a backup singer were killed when a chartered airplane carrying the seven-member group and backup vocalists crashed into a southwest Mississippi swamp on Oct. 20. A total of six of the 25 passengers were reported dead in the crash.

Lead singer Ronnie Van Zant, lead gui-

*(continued on page 48)*

# WEA Group Has Top 5 LPs, #1 Single On CB Charts

**by Randy Lewis**

LOS ANGELES — Warner/Elektra/Atlantic Corp. this week has an unprecedented five of **Cash Box's** top five albums and 24 of the top 100 LPs.

Fleetwood Mac's "Rumours" on Warner Bros. continues to hold down the number one slot, which it has held for the 23 weeks since it first went to the top May 28.

Following Fleetwood Mac, in order, are Linda Ronstadt's "Simple Dreams" on Asylum, "Foreigner," on Atlantic, "Shaun Cassidy," on Warner/Curb and the Doobie Brothers' "Livin' On The Fault Line," on Warner Bros.

The Rolling Stones' "Love You Live" on Rolling Stones Records (Atlantic) is in the number 8 position this week, giving WEA a total of six albums in the top 10.

With "Foghat Live" on Bearsville/Warner Bros. at number 18 an Rose Royce's "In Full Bloom" on Warner Bros. at number 20, WEA's top 20 total comes to eight.

The company also has four other albums in the top 50 and an additional 11 albums on the 51 to 100 positions, giving them a total of 24 albums on the **Cash Box** Top 100 Albums chart.

"Rumours" recently passed the six million mark for the number of copies sold, while Foreigner's debut album has achieved double platinum status.

Fleetwood Mac's last album, "Fleetwood Mac," is still in the top 50 this week, at number 48, after 118 weeks on the chart. In its fifth week on the chart, Steve Martin's first album on Warner Bros. is bulleted at number 35, making it the only comedy album in the top 100 and one of the most successful comedy albums ever.

Debby Boone's debut album, "You Light Up My Life," on Warner/Curb Records, debuts this week at number 71 bullet, making it the highest debuting album of the week.

***110 Chart Positions***

In a recent analysis of the **Cash Box** charts, Warner Bros. had 49 chart positions, Atlantic had 36 and Elektra/Asylum

*(continued on page 99)*

# 'Scab' Sessions Become Issue In AF Of M Talks

NEW YORK — The American Federation of Musicians (AF of M) this week kicked off negotiations on a new two-year contract with the recording industry, amid reports of major differences between the parties.

The key issue is reported to be the AF of M's long-standing displeasure over "scab" recording sessions, in which masters are produced and sold to record companies without the knowledge of, or payments made to, the union. Most of these sessions involve rock bands.

The union is also agitated by music publishers allegedly selling their demonstration tapes to record companies for conversion to masters, again without payment to union musicians.

In addition, the union is reported to be seeking to replace fixed royalty payments to the union's health and welfare plan with payments based on the musician's earnings. Higher wages are also being sought for arrangers.

However, noted one source familiar with negotiations, the union's insistence on higher wages is simply a way of recouping the money it is losing on scab sessions.

"I think that's an issue that is not going to be resolved in a short time," the source said of the non-union recordings. "But the union seems to be serious about stopping it."

# Frisoli Appointed Phonodisc Pres.

NEW YORK — John Frisoli has been appointed president of Phonodisc, the distribution arm of the Polygram Record Group.

Frisoli entered the music industry in 1965 with his appointment as an outside consultant to Mercury Records in Chicago. In 1973, he was tapped as a consultant to study the feasibility of Mercury pacting with Phonodisc for distribution. In 1974, he was retained by Polygram and assigned to the Phonodisc operation, and two years later, he was named vice president of operations for Phonodisc. He was then promoted to senior vice president and general manager, and later to executive vice president and chief operating officer.

"John Frisoli is perhaps the industry's only physical distribution expert at the head of a distribution company," said Irwin Steinberg, president of the Polygram Record Group and executive vice president of Polygram Corp. "I greet the announcement of his appointment with great pleasure."

**John Frisoli**

# Bar Coding For Record Industry Given OK By UPC; RIAA/NARM Proposals Accepted

**by Randy Lewis**

LOS ANGELES — The final barrier to the implementation of bar coding within the record industry has been eliminated, as the Universal Product Code (UPC) Council Board has approved the industry's proposed use of the system.

As a result, the first products with a bar code could feasibly be on the market by the end of the year.

The action by the UPC Council caps more than a year of effort to develop some kind of universal coding system for the record industry.

In September 1976, representatives of record manufacturers, wholesalers and retailers began consideration of a uniform product code during NARM's midyear conference in Chicago.

Following meetings of national and regional committees of RIAA/NARM members, an industry consensus regarding bar coding was reached at a joint RIAA/NARM meeting in Los Angeles last June 7.

At that meeting, members of the industry agreed on an outline of some aspects of their proposed system which, in turn, was submitted to the UPC Council for its approval.

That group, which must approve any application for use of the universal product code, then told Stanley Gortikov, president of the RIAA, that certain elements of that proposed system should be refined.

But in a letter to Gortikov dated Oct. 11, Tom Wilson, a spokesman for McKinsey & Co. which represents the UPC Council, announced, "The Code Council Board approved at its September 20 meeting the proposed use of the UPC by the record industry.

**News and Photo Coverage Of Country Music Week Begins On Page 39**

"It is their understanding that such usage will conform to published UPC Specifications and Guidelines, with one exception . . .,"Wilson's letter stated.

That exception is in regard to the format of the symbol. In other industries, such as food and drugs, bar codes are represented numerically by a 10-digit code, which is broken down into two five-digit segments, i.e., 12345-67890. The variation requested by the record industry and approved by the UPC Council, is that the 10 digits be broken down into 4-5-1 configuration, i.e., 1234-56789-0.

In the usual configuration, the first five digits represent manufacturer identification, assigned by the UPC Council, while the remaining five digits are product identification numbers, whose use is left to the discretion of each manufacturer.

The record industry's format, however, will have the first five digits assigned by the UPC Council, but will have the fifth digit assigned at their request. For example, if Warner Bros. Records wants the number "6" as the fifth digit of its manufactuer number, the UPC Council will give it to them, according to Wilson's letter to Gortikov.

The reason manufacturers will be allowed to select the fifth digit of the UPC-assigned identification number is that it will serve as the first digit of the product identification as well. As in the Warner Bros. example, the UPC Council would assign them a five-digit number ending with "6," which might be 32156.

***Mfg. Discretion***

The last five digits are left to the companies' discretion, but as far as the companies are concerned only the first four digits, 3215, make up the manufacturer identification. The "6" doubles as the first number of the product identification in the 4-5-1 breakdown, so the entire 10-digit

*(continued on page 28)*

# Bing Crosby

## 1904-1977

### One of his last recordings*

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*Recorded in London, England — July/August, 1976

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The Night Is Young And You're So Beautiful
Nevertheless (I'm In Love With You)
The Rose In Her Hair
What's New?
When I Leave The World Behind
Feels Good, Feels Right
Once In A While
As Time Goes By
Old Fashioned Love
Time On My Hands (You In My Arms)
The Way We Were

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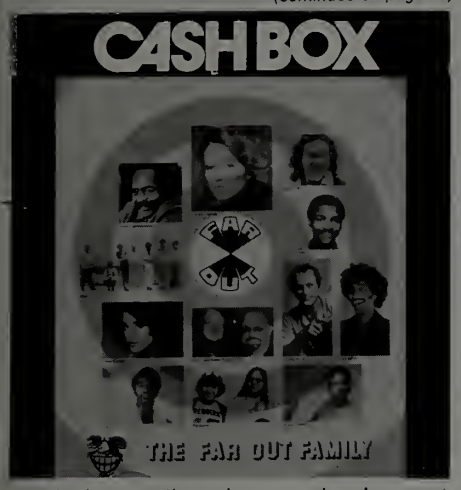
# Capitol's Profit Down In 1st Qtr. Of Fiscal 1978

LOS ANGELES — Capitol Industries-EMI, Inc. last week reported net income for the first quarter of fiscal 1978 which is 35% less than the same period last year on sales which were virtually the same.

(continued on page 49)




Musical strength and career development continue to be the key factors in the success of Far Out Productions, a management and production corporation formed in 1969.

Steve Gold, a former CPA, and Jerry Goldstein, a rock and roll producer, combined their talents to form Far Out and have scored well from the beginning. Their initial project, Eric Burdon And War, turned into a gold single, "Spill The Wine," and gold LP, "Eric Burdon And War." They went on to mastermind an amazing seven platinum albums in a row for War.

Now that the group is established and successful, Far Out has taken the time to develop the talents of its members on solo projects. Soon to be released are solo albums by harmonica player Lee Oskar, Lonnie Jordan, Papa Dee Allen and Howard Scott.

Gold and Goldstein pride themselves on the ability to match their artists with the right record labels. War is now on MCA, Ronnie Laws on Blue Note/United Artists, Eloise Laws on ABC, Aalon on Arista, Redbone Featuring Pat And Lolly Vegas on RCA, Tanya Tucker on MCA and such artists as Jimmy Witherspoon, Ike White and Robben Ford are on Far Out's own LAX label. Label affiliations for artist-writers Linda Creed, Jimmy Ford and Greg Errico will be announced in the near future.

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# Columbia Signs Elvis Costello In Single Deal

LOS ANGELES — Columbia Records has signed British recording artist Elvis Costello and will release his "My Aim Is True," one of the fastest rising albums in England, in the United States October 31, according to Costello's American representative.

The representative, Allen Frey, of A.R.S.E. Management Inc., said Costello will embark on a concert tour of the United States Nov. 15 and will play in approximately 20 major markets on the tour, which he said will last slightly more than one month.

A spokesman for CBS confirmed that Costello has been signed, but said, "I have no other details of the contract."

The English version of the album, which has been available in record stores stock-

(continued on page 99)

# Bing Crosby, Whose Career Spanned 50 Years, Dies At 73

LOS ANGELES — Harry Lillis "Bing" Crosby was buried last week at Holy Cross Cemetery in Culver City, California following graveside rites which were attended by his family and a few close friends, including Bob Hope, Phil Harris and Rosemary Clooney.

Crosby, who died of a heart attack at the age of 73 Friday, Oct. 14 at a golf course outside Madrid, Spain, was buried next to his first wife, Dixie Lee, and his parents. His six sons, Gary, Philip, Dennis, Lindsay, Harry and Nathaniel served as pallbearers.

His singing and acting career spanned 50 years. His recording of Irving Berlin's "White Christmas" is considered the biggest selling record of all time.

He was equally, if not more, successful in films, having made 58 movies between the "King of Jazz," his first film, made in 1930, and "Stagecoach," his last film, made in

1966. Plans had been under way, however, for a new "Road" picture this year which would have re-united Crosby, Hope and Dorothy Lamour on the screen for the first time since "The Road to Hong Kong" in 1962.

Although Crosby won an Oscar in 1944 for his performance in "Going My Way," he said his favorite picture was "High Society," which he made in 1956 with Grace Kelly, Frank Sinatra and Louis Armstrong. The seven "Road" pictures, however, are considered his most popular films.

***Record Demand***

Record pressing plants have been operating on 24-hour schedules since Crosby's death, according to the New York Post, to meet the demand for his music. The Post quoted Sam Passamano, vice president in charge of distribution for MCA Records, as saying, "It's been extremely heavy. We've had a million orders for the nine Crosby albums in our catalog."

(continued on page 87)

# Copyright Office To Hold Jukebox Licensing Hearings

**by Joanne Ostrow**

WASHINGTON, C.C. — The section of the copyright revision dealing with conditions for jukeboxers to obtain compulsory licenses is up for implementation, pending the outcome of hearings scheduled by the Copyright Office for October 25.

Testimony is expected from representatives of ASCAP, BMI, SESAC, AMOA and representatives of the jukebox manufacturers.

***Comments At Odds***

Comment letters these groups sent to the Copyright Office were "pretty far apart" on a number of points, according to general counsel John Baumgarten. For instance, the performing rights societies favor requiring location information for each box, while the operators oppose requiring such additional information because, they say, each box is moved so frequently as to make that an unnecessary burden. In its proposed regulation, the office has come down on the side of the operator, saying the address of the manufacturer will be readily available and will suffice.

Rather than requiring that the application be sworn to in compliance with federal law, the office plans to reproduce Section 116(d) of the Act on the application: prescribing criminal penalties for false representation.

Additionally, rather than go along with the urgings of the licensing organizations to require action upon the sale or transfer of a jukebox during the licensing period, the office agrees with the owners and operators

(continued on page 49)

# Presley LP Cut Issued As Single

NEW YORK — Elvis Presley's cover version of "My Way"from the late singer's recently released RCA album, "Elvis In Concert," is being issued as a single (b/w "America"). An RCA Records spokesman said that the record's release is "due to the incredible demand generated by consumers and by major market airplay."

According to the spokesman, the album cut of "My Way" debuted at #9 at CKLW in Detroit and at #29 at Y100 in Miami. He added that it is already in "heavy rotation" at 96X in Miami, WPGC in Washington, D.C., WFIL in Philadelphia, KILT in Houston, WNOE in New Orleans, WQXI in Atlanta and KBEQ-FM in Kansas City.

This week, "Elvis In Concert" jumped from #91 bullet to #41 bullet on the **Cash Box** Top 100 Album Chart.

# Barbis Brothers Joining ABC Staff

LOS ANGELES — John Barbis and Dino Barbis have been appointed national promotion directors at ABC Records and will be responsible for coordinating the label's promotion activities and setting up priorities with the field staff.

Dino Barbis began his career in promotion eight years ago as a local promotion man for Polydor Records in San Francisco. He left Polydor to become promotion director for Stax Records and later was named regional marketing manager, west coast for Warner Bros. Records. For the past year he has been involved in personal management.

***Local Promotion***

John Barbis started in local promotion with Shelter Records in San Francisco and later spent four years with London Records as the west coast director of promotion and A&R. Recently he was national promotion manager for Chrysalis Records.

**Dino Barbis**

**John Barbis**

# Record Group Of WCI Has Record Third Qtr. Results

NEW YORK — The Warner Communications Inc. Record Group has reported record sales and earnings for the third quarter, ended September 30, 1977.

Operating income for the recorded music and music publishing division rose from $15.19 million in the third quarter of 1976 to $17.16 million this year. Operating revenues for the third quarter were $119.95 million, up from $90.98 million last year.

For the nine-month period ended September 30, the record group posted operating income of $53.81 million, up from $45.20 million in 1976. Operating revenues rose to $347.01 million from $272.17 million during the comparable period of 1976.

The parent company, Warner Communications Inc., likewise posted record sales and earnings for the third quarter.

Net income was $16.64 million, up from $15.54 million in the same period last year. Sales for the quarter increased to $272.91 million from $188.4 million last year.

For the first nine months of 1977, WCI sales and net income also reached record levels. Net earnings jumped to $50.91 million from $47.16 million in 1976, while sales rose to $745.89 million from $565.01 million last year.

Steven Ross, chairman of WCI, said the strong performances of the record group and the filmed entertainment division were mainly responsible for the corporation's overall record results.

The WCI Record Group consists of the three domestic record companies (Warner Brothers, Atlantic and Elektra/Asylum), the WEA Corp., WEA International, and Warner Brothers Publishing.

# ——New Faces To Watch:——

Leif Garrett

Robert Gordon

The massive exposure that television brings can be a natural entry into the music field for actors with musical talents. For motion picture and television actor Leif Garrett, the move into music is a priority in his overall career.

Soon to be 16, Garrett has been acting since age five. Born and raised in Hollywood, he has maintained an active acting career for the past 11 years with major roles in the three "Walking Tall" films and "Macon County Line" and a variety of other films. He has also starred in the TV series "Three For The Road" and had guest shots on other shows like "Gunsmoke," "Apples Way," "Cannon," and "Family Affair."

Recently signed as the youngest recording artist on Atlantic Records, Garrett achieved success with his first single, "Surfin' U.S.A." The album, due in early November, is a mixture of oldies and original material.

"My producer, Michael Lloyd, picked the songs for the album. I don't feel that I'm ready to pick my own material right now because I'm not experienced enough yet," explained Garrett. He commented further that Lloyd, who produces for Mike Curb Productions, has scored well with the Osmonds and other teen singers.

To expand his musical talents, Garrett is currently learning how to play the guitar and working on some original songs for future albums. He said that he would like to gain more creative control by writing some of his own material.

While the teen star is making a concerted effort in music, he has not forgotten his acting side. On Nov. 6, he will star on a TV pilot, "Peter Lundy and the Medicine Hat Stallion," that most probably will be picked up in January as a series.

Since the release of the single, Garrett has made the promotion circuit throughout the U.S. at radio stations and other related appearances. He will be leaving for Europe in the near future to continue in this promotional effort.

Commenting on comparisons with another teen actor-turned singer, Shaun Cassidy, Garrett pointed out, "We may be doing the same kind of music and to the same audience, but we're two separate people with our own separate styles."

Garrett, from financially poor beginnings, has already graduated from high school, and is proud of the accomplishments that he has achieved. He quickly points out the importance of his mother in his success. But, not quite satisfied, he continues to perfect his acting ability and to learn as much as he can about his newfound love, music.

Was this man born in the wrong decade? What he calls "my type of music" was out of style by 1957, and he never got to see one of his favorites perform in his prime, not a one. The closest he's come, visually, is a 1956 film called "The Girl Can't Help It," which features a few performances by Eddie Cochran and Gene Vincent.

With his ears (prominent in a slicked-back pompadour) and an imagination, Robert Gordon is able to live the experiences he never had through records. He owns a sizeable collection, many very old and quite rare. To children of the sixties who are anxious to see into the period a bit better, Gordon recommends any of the early Sun recordings, especially Carl Perkins. In later periods, he suggests Gene Vincent, Jack Scott, and, of course, the early recordings of Elvis Presley.

He warns, however, that Gordon the aficionado should not be confused with Gordon the artist. He feels that the critics who branded him an imitator of the past on the basis of his first Private Stock album were making unfair judgments. "I've been influenced, no doubt about it, by the period and by the people that were there, but I'm not imitating anybody. I think that when people see the show, it should become apparent."

Critics and fans alike will be able to decide for themselves as Gordon's current major tour makes its way around the nation. The major instrumental focus of the band continues to be guitarist Link Wray, who took cover billing with Gordon on the first album, produced by Richard Gottehrer. Rob Stoner and Billy Gross have left the group, leaving Jerry Matthews to move into the second guitar slot, and opening a space for a bassist who goes by the name of Buffalo. The slimmed-down lineup, according to Gordon, is capable of tighter performances.

Gordon will go into the studio with Gottehrer to begin recording his new album about December, between American and European concert tours. The album will be composed half and half of new and old tunes, many of which have been picked already. Jack Scott, who is still writing, may contribute a song; and Link Wray will pitch in with a tune that he wrote for Elvis Presley in 1957, which was rejected by one of a mysterious pair of Presley advisors at the time. Gordon, reluctant to reveal further details, did mention that Bruce Springsteen has given him a new song for the album.

## Foghat Gets Gold Award

LOS ANGELES — Foghat's current album on Bearsville Records, "Foghat Live," has been certified gold by the RIAA.

## Heatwave 45 Is Gold

NEW YORK — "Boogie Nights," the single by Heatwave on Epic, has been certified gold by the RIAA. The single is on Heatwave's debut LP, which was also certified gold earlier this month.

## Phonodisc Relocates New York Offices

NEW YORK — Phonodisc's Eastern Regional and New York Branch offices have moved to new offices located at 15 Columbus Circle in New York City.

The branch's phone number is (212) 399-7461. However, all customer orders for the area should still be placed directly with Phonodisc's Union, New Jersey Depot.

## Big Tree Office Opens

LOS ANGELES — Big Tree Records has opened new offices at 9229 Sunset Blvd. Suite 718, here.

***Artist Development Series:***

# All Key Polydor Executives Share In Artist Development

**by Charles Paikert & Ken Terry**

NEW YORK — While Polydor, Inc. doesn't have an artist development department per se, the label executives strongly feel that a developing artist is well-served within the existing structure of the company.

"At the moment," said Lou Simon, executive vice president and general manager of Polydor, "we prefer an operation style that has a total involvement of all our key marketing people. We can do that now because we have a tight overall artist roster, and we start with the premise that we only deal with the amount of product that we think we can effectively handle."

Harry Anger, vice president of marketing for the label, cited such notable Polydor successes as the Atlanta Rhythm Section and Roy Ayers as proof of the existing system's effectiveness. "ARS and Roy Ayers are self-sustaining today," Anger said. "We've broadened the sales base of these artists by staying with their product for a long period of time. Also, we were committed to them, and we insist that the artists are able to communicate directly with us."

Communication also was cited as a major factor in Polydor's initial experience with a newly-signed act. "As soon as an act is signed with the label," said Harry Zerler, artist tour administrator for Polydor, "we establish regular communication on a day-to-day basis with their management and the booking representative. I will take information on tour activity and distribute it through our national office, field reps and branch managers.

"When major tour activity is coming up related to the release of an album," Zerler continued, "we will look at the cities and the costs involved in our own marketing plan. Then we sit down, have a conference with the manager, go through the plan together, and reach an agreement on what is the best strategy to pursue."

Simon gave a specific example of Polydor's attention to a developing artist on the label by illustrating the program created for Jean Michel Jarre's album, "Oxygene," currently bulleting at #144 on the **Cash Box** pop album chart.

"First," Simon related, "we took a major approach on all levels — trade and consumer magazines and all available media. We combined that with a massive promotional campaign which included material for discos, as well as broadsides and flyers. A film of the artist was shown to the trade and used for in-store viewing where possible, and we undertook a massive merchandising campaign. Now the key is to keep it moving."

***Layer Of Interference***

In effect, Simon had described an artist development program which was handled without a special department for that purpose. "I'm not knocking the artist development department concept," Simon explained." Eventually everybody may be forced to have one. But I know of examples in the industry of such departments which do not have as good an access to the people they must have access to in order to make it work. What happens is you create a layer."

That "layer," Simon felt, hinders intra-company communication, a cornerstone of the Polydor philosophy. However, he added, "we're in a position to still handle our artist development within the total complex of our company, but we'll change it when we no longer can do it. Our system works now, but it may not work in two or three years; in that case we may have to add a department to digest all the accumulating information."

***No Changes Planned***

Polydor has no changes planned, however, in the near future. Besides Ayers and the Atlanta Rhythm Section, the company points to the relative success of ECM jazz artists Keith Jarrett, Ralph Towner and Chick Corea as a justification for its current artist development system. And the prime reason why it works so well, Simon noted, is that "everybody (all departments) is a part of everything."

## Grammy Screening Committee Meets

LOS ANGELES — The screening committee for the Grammy Awards will meet October 28-29 in the offices of the Recording Academy to screen entries for the 20th annual awards presentation in February. During the two-day session, members of the academy and record companies along with members of the trade press and radio will determine which recordings belong in which category — R&B, country, jazz or pop/rock.

## Warner Named At Entertainment Co.

LOS ANGELES — Jay Warner has been named to head operations of the new west coast offices of The Entertainment Company Music Group here as vice president of west coast activities. Warner, formerly vice president of publishing for the Wes Farrell Organization, where he worked with Tony Orlando And Dawn, Bobby Vinton and Johnny Winter, began his career with the Sidney A. Seidenberg management firm.

The new offices, located at 6430 Sunset Blvd, Suite 803 in Hollywood, will also serve as the west coast headsquarters of Manhattan Records, the UA distributed custom label which is run by The Entertainment Company Music Group.

***GOLD IN THE OZARKS** — A&M recording group the Ozark Mountain Daredevils recently received a gold LP for their "Ozark Mountain Daredevils" album while on tour in support of their current disc "Don't Look Down." Pictured (l-r) are: Stan Plesser, Ozark Mountain Daredevil manager; Ruel Chappell, band member; Jerry Moss. A&M chairman; Steve Cash, band member; David Anderle, producer; Michael Granda, band member; Paul Peterson, manager; band members Larry Lee, John Dillon, Steve Canaday, Jerry Mills and Rune Walle; Gil Friesen, A&M president, and Tom Pitts, Good Karma operations manager.*

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# Kipps Bridges Gap Between Creative And Business Roles

**by Ken Terry & Charles Paikert**

NEW YORK — In an age of specialization, versatility has proven to be the key to Charles Kipps' success in the music business.

So far, Kipps' career has bridged the roles of personal manager, hit songwriter, producer, and administrator of his own music publishing company, Charles Kipps Music.

In addition, Kipps is the co-owner, along with Van McCoy, of McCoy-Kipps Productions, a production company which has been utilized by such artists as Melba Moore, Gladys Knight And The Pips, and The Stylistics.

But only seven years ago, Kipps was still outside the business, and had to resort to an innovative method of establishing himself. He rented an office in Washington, D.C., put a sign on the door that said "personal management," and took an ad in a local paper to audition talent.

As a result, Kipps began to manage The Presidents, a local R&B group. While looking for a producer for The Presidents, Kipps met Van McCoy. Soon The Presidents had a popular single hit, "5-10-15-20-25-30 Years Of Love," and McCoy and Kipps formed a partnership, originally called Whitehouse Productions.

Kipps continued to manage The Presidents, but became increasingly interested in production. He began to learn the tricks of the trade from McCoy, and now, Kipps commented, "I'm almost 100% involved with production. It just has much too large a scope to be dabbled in, so it has to be a full-time thing. I've been interested all along, so it was just a matter of time."

Most of Kipps' production work has been concentrated in the disco and R&B fields, and he has strong opinions about both musical genres. Discos, Kipps exclaimed, "have done more to help new artists get into the business than anything in years.

One of those new artists, in fact, was his business partner, Van McCoy, whose single, "The Hustle," proved to be an enormous — and unexpected — success. "It caught everybody by surprise," Kipps said, "so Van had to catch up with himself and be an artist instead of just a producer."

While McCoy made an unprecedented impact on the disco market, and later on the pop market, Kipps similarly crossed over to the pop market from an R&B base with a song he wrote for David Ruffin in 1975, "Walk Away From Love."

Kipps said he was baffled by the non-R&B stations that wait until a song has become a hit on black stations before adding the song to their playlists. "Maybe it's because it's labeled," he stated. "Once you label something, it's not easy to play it. Or maybe it's because playlists have gotten tighter and tighter. It seems that program and music directors almost look for reasons not to play records."

The criteria for obtaining gigs at entertainment centers like Las Vegas, Lake Tahoe, and Reno have also baffled Kipps on occasion. "Those places are so cliquish," he mused, "that you have to have a great entertainment record to work there. You can have 10 gold records, but they look at your act, and say, 'He's not slick enough, you can't work here!'" One consolation, Kipps mentioned, is that "very few people going to a show in Vegas are going to go out and buy an act's album, as opposed to a typical college audience."

In fact, an ever wider audience should be purchasing records produced by the Kipps-McCoy team, as the production company has expanded into country and jazz-rock markets after signing a non-exclusive production agreement with MCA Records.

The deal doesn't require that a specific number of acts be delivered to MCA, and that's the way Kipps likes it. "It takes time to find acts," he said, adding that "a good artist can also be a victim of poor material."

True enough, but unlikely if the artist is working with Charles Kipps or Van McCoy.

*ARIOLA PICKS COTTON — Singer/songwriter Gene Cotton recently was signed by Ariola Records. Pictured (l-r) are: Scott Shannon, Ariola senior vice president; Cotton; Jay Lasker, Ariola president, and Howard Stark, Ariola executive vice president.*

## Debby Boone Gets Gold

LOS ANGELES — Debby Boone's debut single on Warner-Curb Records, "You Light Up My Life," has been certified gold by the RIAA.

## New Ronstadt Album Is Certified Platinum

LOS ANGELES — Linda Ronstadt's "Simple Dreams" album on Elektra/Asylum Records has been certified platinum by the RIAA.

## Looking Back

### *1 Year Ago Today (10/30/76)*

- WEA resumed print advertising in N.Y.
- TK and RCA International celebrated the signing of their distribution pact
- **Bob Altshuler** was upped to vp/press and public affairs for CBS
- **Michael Leon** joined A&M/N.Y. as promotion rep
- The "Boston" album was certified gold
- **Jerry Goldstein** and **Steve Gold** acquired **Eric Burdon's** 1/3 interest in Far Out Productions
- **Tom Morerra** was named MD at WNEW-FM in N.Y.

### *5 Years Ago Today (10/28/72)*

- **Bob Greenberg** was named assistant natl. promo director at WB
- **Creedence Clearwater Revival** split up
- Sire Records signed a distribution deal with Famous Music, leaving Polydor
- **Buddy Miles** signed with Columbia; **B.J. Thomas** with Paramount
- **Chuck Gregory** was named vp/A&R for Paramount
- **Ron Goldstein** was named a general manager at Chrysalis
- **Loretta Lynn** was named CMA's Entertainer of the Year

### *10 Years Ago Today (10/28/67)*

- The sale of Atlantic Records to WB loomed as imminent
- **Lee Hazelwood's** LHI Records signed a dist. deal with ABC
- **Bunky Sheppard's** Bunky Records signed a dist. deal with Scepter
- **Dolly Parton** signed with RCA

### *15 Years Ago Today (10/27/62)*

- **Jim Fogelsong** picked up added producing responsibilities at Columbia
- **George Burns** and **Carol Channing** signed a deal for a comedy LP with Command
- **Rosemary Clooney** signed with Reprise
- **Herb Linsky** was named sales & promo director for Dimension Records

*Rowan* *Kornfeld* *Davis* *Miller*

**Rowan Named At ABC** — ABC Records has announced the appointment of Alan Rowan as assistant to the president. Rowan has been with the ABC organization since 1970. He began with ABC Records and Tape Sales as a financial analyst.

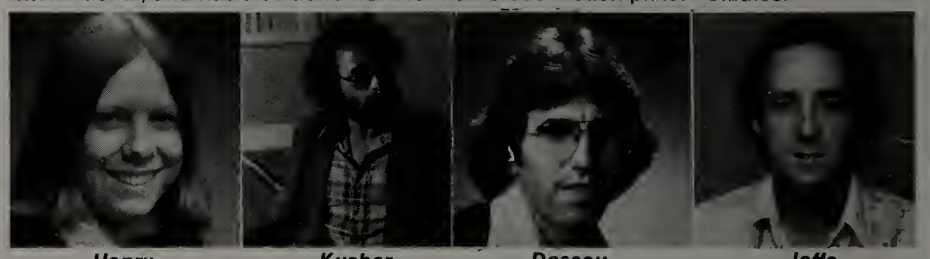
**Kornfeld Appointed At Entertainment** — The Entertainment Company Music Group announced that Artie Kornfeld has been appointed director of marketing for the music publishing and production company. Kornfeld, best known as one of the four producers of the Woodstock Festival, began his career in the music business as a songwriter. He then switched to producing and in the late sixties, he became director of A&R for Capitol Records. He resigned that post to organize the Woodstock Festival. After the festival, he began his own record label and promoted concerts in Florida.

**Davis Joins A&M** — A&M Records has announced the appointment of Gail Davis as artist development coordinator. Davis, who joined A&M in 1973 as a college representative, was most recently east coast regional merchandising director based in Washington, D.C., and will be based in A&M's New York offices.

**Miller Appointed At Aucoin** — Aucoin Management, Inc. has announced the establishment of west coast offices for the firm, with Alan Miller named to the position of vice president, west coast operations. In his capacity he will be representing Aucoin Management, Inc., Rock Steady Productions, and Aucoin Productions, Inc. in all phases of west coast activities including west coast based artist acquisition. He can temporarily be reached at 8740 Hollywood Blvd., Los Angeles, Ca. 90069, telephone (213) 657-7764.

**Henry Appointed At CBS** — CBS Records has announced the appointment of Elizabeth Henry as media co-ordinator, CBS Records. She will be responsible for the co-ordination of advertising placed in the television, print, and out-of-home media for CBS Records. She was formerly executive secretary to the associate director of media.

**Kusher Joins ABC** — ABC Records has announced the appointment of Stuart Kusher as art director of advertising. He comes to ABC Records from A&M Records, where he was art director of advertising. He was previously an art director/producer for Young and Rubicam International, and has also done work for numerous motion picture studios.



*Henry* *Kusher* *Dessau* *Jaffe*

**Gilbert Named At Phonodisc** — Morty Gilbert has been appointed New York branch manager for Phonodisc. He most recently held the position of sales manager for Apex-Martin Distributors. He is a former national single sales manager and N.Y. branch manager for RCA Records, as well as national sales manager of Fiesta Records.

**Dessau Named Product Manager** — Stephen Dessau has been appointed product manager, east coast, Epic/Portrait/Associated Labels. In 1974 he became local marketing coordinator, New York for Arista Records. He held various positions in the Arista organization until this current move.

**Screen Gems Appoints Two** — Screen Gems-EMI Music, Inc. and Colgems-EMI Music, Inc., announced the promotions of two — Ira Jaffe to vice president, creative affairs and Paul Tannen to vice president, Nashville. Jaffe, who served as director of talent acquisition and development for the past year-and-a-half, will continue to head that division and will now also be in charge of all professional activities for the Los Angeles, New York and Toronto offices. He joined Screen Gems in July, 1968, as professional manager. Tannen has been the general manager of Nashville operations for the past four-and-a-half years. Previously he was eastern operations manager for Warner Bros. working out of New York. Prior to that he was a songwriter and musician, owned his own publishing companies (Ridge Music and Tannen Music).

**Two Named At CTI** — CTI Records has announced the appointments of Denny Zeitler as director, national promotion and of Lord Dowdell to director, artist development. Zeitler comes to CTI from Private Stock. During career in the music business, Zeitler has worked in San Francisco and New York and as an independent, promoting major artists. He was also with HR Basford for seven years. A former talent agent, Dowdell joins CTI from Gemini Artist Management, where he was assistant to the president. Dowdell has also worked as a management consultant to major entertainers and as a concert promoter with TP Productions.

*Dowdell* *Spalding* *Teal* *Bean*

**Spalding Appointed At Polar** — Polar Records International AB in Stockholm has announced the appointment of John Spalding as vice president of Polar Music International. He had been with United Artists Music Group in London for 18 years, where he served as director of administration. He will continue to headquarter in London.

**Two Named At WEA** — WEA has made the following appointments: Art Teal as field sales manager for the Cleveland, Pittsburgh and Buffalo markets, and Bob Bean as field sales manager for the Detroit and Michigan marketing area. Teal joined WEA's Cleveland Branch at its inception in September 1970. Replacing Teal in the field as a sales represen-

*(continued on page 33)*

# THE JACKSONS ARE "GOIN' PLACES."

8-50454

**It's a soarin' new single (and a joyous new album) from America's First Family of Funk. The Jacksons. Currently taking people for a spin, on Epic/Philadelphia International Records.**

Produced by Kenneth Gamble and Leon Huff.
JE 34835 Also available on tape.

"EPIC," MARCA REG. © 1977 CBS INC.

# A&M Aims Promotional Effort At Regional And Local Levels

LOS ANGELES — Harold Childs, A&M Records' vice president of promotion, dictates a telegram to his secretary — "Cat Stevens single 'Was Dog A Doughnut?' — extra to 15 at WCHB in Detroit — 3600 reordered — imperative that record be worked at all R&B stations immediately — we're looking at a monster record." The following morning the message will be found on the desk of every A&M promotion man across the country.

Childs feels it is imperative that the A&M promotion staff be aware of the single because, as he puts it, "The record is happening in Detroit" — and that information, he says, can provide invaluable incentive for programmers in other cities to add the record to their playlists.

"Wherever a record is happening, that's where we are," Childs says. "We try to break acts according to regions and according to wherever we are getting the best results."

Childs, who directs the label's staff of 34 local and regional promotion men from his office at A&M's Los Angeles headquarters, explains that the label does not coordinate record priorities on a national basis but instead allows each regional promotion representative to determine his own priorities based on each record's success on the local level.

***No Priorities***

"We don't set up priorities," he says. "We don't say this is going to be the record we work on the act we work. We try to work them all. Of course some may jump ahead of others simply by getting more airplay and more interest. But if another guy in Cleveland is breaking another act then that becomes his priority, and hopefully all of those priorities will come together. For example Pablo Cruise started out in San Francisco and Piper is now starting to happen in Boston. Rita Coolidge got her support out of the south. So like I said there are certain areas for each act and that is where we concentrate."

***Cat Stevens***

Childs points to Cat Stevens' new single as an example of a record that A&M hopes to break by building on the success that the disc has had in one city. "Was Dog A Doughnut?" an instrumental tune from Steven's latest album, began to get airplay

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# *Artists On The Air*

**Barry Manilow, Johnny Cash** and **June Carter** are set to guest on NBC's two-hour special, "100th Anniversary of Recorded Sound." The Pierre Cossette Production is scheduled for Dec. 15.

"Whole Lotta Shakin' Goin' On . . . Still!" is the tentative title of a **Jerry Lee Lewis** special which is slated for mid-January production.

**Ray Charles** will be the guest host for NBC's "Saturday Night Live" on Nov. 12.

The Oct. 29 edition of "Rock Concert" will feature **Bob Marley & The Wailers, Little River Band, George Miller** and the **Village Idiots.**

**David Soul** will host "Midnight Special" on Oct. 28 and other guests include **Debby Boone, Electric Light Orchestra, Styx, Conway Twitty** and the **Little River Band.**

December 7 is the airdate for **Mac Davis'** TV special which will also offer **Engelbert Humperdinck, David Soul** and **Shields And Yarnell.** Davis will also guest on "Dinah!" on Dec. 5.

**Anthony Newley** will serve as a "Hollywood Squares" panelist for the week of Oct. 31.

**Shaun Cassidy** will guest on "American Bandstand" on Oct. 29 on ABC-TV.

**Stephen Bishop** has recently completed tapings of "Rock Concert" "Dinah!" "The Chuck Barris Variety Hour" and will appear on "Midnight Special" later this month.

***SISTER KATE JOINS JAMES*** *— Kate Taylor has signed a recording contract with Columbia Records, joining her brother James on the label. Her first release, "It's In His Kiss (The Shoop Shoop Song)," will be followed by an album and tour. Pictured at the signing are (from left): Mickey Eichner, vice president of east coast A&R for Columbia; Bruce Lundvall, president of the CBS Records Division; Kate Taylor; Charles Witham, her manager; Nat Weiss, her attorney; and Bill Freston, associate director of east coast product management for the label.*

**EAST COASTINGS — WHAT HAPPENED?** — Two recently announced concert cancellations at Radio City Music Hall warrant some explanation. **James Taylor's** scheduled two-night engagement, set for October 29 and 30, was part of an eastern tour of major markets that was called off in its entirety. It seems that Taylor's wife, **Carly Simon,** had finally gotten into the studio to begin her new album just at the point that the tour was to begin, and for him, the former commitment was more pressing than the latter. Taylor's manager, **Peter Asher,** was able to reach an agreement with promoter **Sid Bernstein** whereby another of Asher's clients, **Linda Ronstadt,** was able to fill the bill for those dates of the New York Pop Arts Festival. In the case of **Helen Reddy,** who was to play the Music Hall November 1 and 2, management decided that the opening of the Disney film starring Ms. Reddy, "Pete's Dragon," was just a bit too close, debuting at the Music Hall November 3. According to Bernstein, Ms. Reddy will return to the Music Hall later in the winter, and he hopes that the film's impact will enable her to play several more shows at that time. Meanwhile, Bernstein is not complaining. He's ready to add another Linda Ronstadt show, based on sellout demand, and he's hoping to book Taylor back into the venue this winter as well . . . At presstime, concerts at Radio City faced another roadblock, as the American Federation of Musicians' Local 802 struck against the Music Hall for higher pay. Although the strikers are members of the theater's regular orchestra only, their picket lines were threatening the O'Jays' appearance, scheduled for Friday, October 21.

***FRANKIE AND JANEY*** *— Frankie Valli and Jane Olivor have an intimate chat at a reception held at Radio City Music Hall following Valli's farewell performance with the Four Seasons. The party was a "Sock Hop" which took place in the Rockettes' rehearsal room.*

**JAMMING IN THE APPLE** — CBGB's on the Bowery was on its best behavior for the first New York appearance of **The Jam,** after the Fire Department had threatened to end all shows if patrons were not afforded the possibility of emergency exit. For the Sunday performance, it was proven that the aisles could be kept clear, and many normally blind seats offered a clear view of the stage. Still, one regular client remarked with disdain, "This place is getting awfully regimented." . . . Unwarranted regimentation nearly smothered The Jam's official meeting with the New York press, held the Monday following a weekend of successful shows. All hyping aside, someone must have been expecting a crush of several hundred reporters judging by the size of the ballroom at the Hotel Americana that was reserved for the occasion. The trio was seated at a dais, from which they were expected to address the intimate gathering through a PA system. Attendees, likewise, were provided mikes through which to pose their questions. Luckily, human nature took over, and the forty-odd guests present gathered up front, where they were able to talk with the three lads in a normal tone of voice. But what were all those photographers trying to prove by flashing throughout the question-and-answer period?

**IN SEARCH OF A BETTER ROCK 'N' ROLL TALK SHOW** — Can television ever deal intelligently with the subject of rock and roll? According to **George Frans** (a/k/a **Commander Cody**), better informed moderators might be the answer. A recently-aired segment of the **David Suskind** Show, featuring an open discussion among artists Cody and **Johnny Winter,** critics **Dave Marsh** *(Rolling Stone)* and **John Rockwell** *(New York Times),* and manager **Dee Anthony,** was a case in point. In a frank after-the-fact discussion, Cody suggested that an all-musicians' panel might have been better able to focus on the important issues. "There are people in rock who can talk," he stated firmly, "although too many people still feel that they're a bunch of Neanderthals who are too blown-out on drugs to say anything." Cody also feels that the Susskind Show, which was originally focused around the death of **Elvis Presley,** was a bit too delicate in the treatment of controversial matters. "Someone familiar with the business could have conducted an intelligent discussion without uncovering any personal skeletons," he said.

**MORE TUBE ROCK — The Ramones** made their television debut on Don Kirshner's Rock Concert for the early morning following Saturday, October 22, in an unusual double billing that paired them with the **Ohio Players.** Ironically, "disco" and "punk rock" are normally considered to be rival youth trends, so some unconscious poetic justice was dealt to each faction by this quirky programming. Anyway, it was good to see that The Ramones didn't change their act a bit for TV . . . **Screamin' Jay Hawkins** will appear on WNBC with **Cousin Bruce Morrow** (5:15 p.m.) in a film segment recorded at Star Sound Studios in New York. Hawkins will perform his classic, "I Wanna Put A Spell On You," complete with his entrance from a coffin, which jarred so many nerves back in the 1950s.

**THE SHORT END** — Available by mail order only: "The Instant Punk Kit." You get Punk Button, Punk Jewelry, Punk Handbook, Punk Bonus . . . and much, much more! (This ad really appeared in the *Village Voice*) . . . After reading that he had an avid fan in Robert Violante, one of the victims of New York's notorious mass murderer "Son Of Sam," **George Benson** invited the young man and his family up to the Westbury Music Fair for a recent performance. It was the first Saturday night out for the young man since the July 31 attack in which he lost one eye and was left virtually blind in the other . . . Little David artist **Franklyn Ajaye** will be touring around the New York/New Jersey area through November 2, with a November 3 date in Richmond, Va. to wrap up the tour . . . **Barrie Wilson,** drummer with **Procol Harum,** and his wife **Sarah** have become proud parents of a second daughter, **Nicola Celeste Wilson.** Barrie has been drumming with the new **Bonzo Dog Doo Dah Band,** as well as with Leo Kottke, and may work with **Frankie Miller** later this month. **Gary Brooker,** lead vocalist and keyboardist for Procol Harum, is reportedly working on some solo projects . . . From here on in, **Joe Ferry,** who records for Dawnsongs Records, will be working under the official band name **The Ferry Brothers** . . . It looks like **John Denver's** next album will feature performances by the **Beach Boys.**

***SIGNED IN BLOOD*** *— H&L Records has signed Monsters, a rock group that features many of the famed creepy creatures of filmland. At the signing ceremony pictured, H&L co-principals Hugo & Luigi administer the official greeting to Dracula while Wolfman tries to get into the act.*

*(continued on page 16)*

# MORE THUNDER & LIGHTNING FROM

*Chi Coltrane*

**PRODUCED BY PETER BERNSTEIN**
CLOUDS 8801

## ENJOY CHI COLTRANE'S NEW ALBUM "ROAD TO TOMORROW" ON CLOUDS RECORDS & TAPES. IT'S BEEN WELL WORTH THE WAIT.

Management toby ORGANIZATION, INC.

Agency ICM

Distributed by tk Productions, Inc.

# Electric Lady Inc. Sold for $1.5 M To Nautiloid Corp.

NEW YORK — The Nautiloid Corp. of New Jersey has acquired Electric Lady Inc., operator of the Electric Lady Studio, for a reported $1.5 million cash.

Harold Selby, president of Nautiloid, said the recording studio, which is presently undergoing an $850,000 renovation, will be operated as a division of Nautiloid.

The new owners, whose principal business is the manufacture of plastic display items, reported sales of $1.4 million in fiscal 1977, and earnings of about $200,000. Electric Lady reported revenues of about $1.1 million and unaudited pre-tax profits of about $300,000 for fiscal 1977.

Selby asserted that the purchase of the recording facility would be an important step in Nautiloid's future growth through diversification

Art Rothman, general manager of Electric Lady (he will remain in that capacity under the new ownership), said contracts have already been signed for the installation of consoles in the existing studios and construction of a new mixing room.

The Studio was founded by the late guitarist, Jimi Hendrix. Upon his death six years ago, his partner, Michael Jeffries, took over the operation. Since Jeffries' death two years ago, the studio has been under the control of a court-appointed surrogate acting for Jeffries' British estate.

# WB Signs Sex Pistols

LOS ANGELES — The Sex Pistols have been signed by Warner Bros. Records and the group's first LP for the label, "Never Mind The Bollocks, Here's The Sex Pistols," is scheduled for release in early November.

# College Buyers Convention Set In New Orleans

COLUMBIA, S.C. — The 18th annual National Convention of the National Entertainment and Campus Activities Association is set forFebruary 22-26 in New Orleans and is expected to attract some 3000 collegiate entertainment buyers representing over 500 colleges and universities from the U.S. and Canada.

Over 90 hours of educational sessions have been scheduled along with talent showcases, film screenings and a trade show, all aimed at giving the buyer and seller a complete understanding of the college market. Over 70 acts will be showcased in the areas of stage presentations, coffeehouse, showcase cabaret, a newly developed showcase for performers in the fine arts field and novelty artist, a showcase designed for specialty acts.

# Ronstadt Top Singer In The Daily News Poll

NEW YORK — Linda Ronstadt holds a slight lead over Barbra Streisand in the early balloting for "top female star" sponsored by the *New York Daily News*. Other contenders in the "Front Page Music Awards Poll and Superstar Sweepstakes" are Olivia Newton-John, Natalie Cole, and Donna Summer. There are 43 female stars on the Daily News reader ballot.

Other early leaders in the female sweepstakes are Diana Ross in the R&B category; Ella Fitzgerald in jazz; and Olivia Newton-John in country.

The standings are based on a tally of New York reader ballots through October 18.

*(continued from page 14)*

POINTS WEST — **BIG SCREEN BANTERINGS** — Executive producer **Irving Azoff** seems bent on making his first film venture a class project. The title tune for "FM" will be composed and performed by **Steely Dan** and starring roles have already been given to Eileen Brennan, Cleavon Little and Michael Brandon. The screenplay has been written by local media master Ezra Sacks and **Ned Doheny's** manager, Richard Kimball has landed a role as a general manager at a competing radio station. E/A Board chairman **Joe Smith** has been asked to play a record company executive (Smith already has three film credits) and E/A vice-president of promotion **Kenny Buttice** has been signed to play Izzy Segal, and exuberant local promotion man . . . Since **Gary Busey** has been signed to play the title role in the upcoming **Buddy Holly** movie, a nationwide search is now underway to find a Latin-looking female to play Holly's wife, Maria . . . **Dianne Steinberg** has been signed to sing three songs and play Lucy (in the sky with diamonds) in the film version of Sgt. Pepper . . . "The Last Waltz," a movie documentary of **The Band's** farewell concert in San Francisco's Winterland last Thanksgiving, is now being readied for February release. A three-record album set is due prior to the movie's opening, and should reach the stores by January featuring concert appearances by **Joni Mitchell, Bob Dylan, Van Morrison, Neil Diamond** and others . . . EMI is finally ready to begin work on the long-delayed movie of the Jan and Dean story, "Dead Man's Curve." The project was started some eight years ago, three years after the car wreck that critically injured **Jan Berry,** whose singing version of a car wreck became a national hit two years before his tragic accident in 1966. The title roles had been originally offered to Warren Beatty and Ryan O'Neal, then to Jeff and Beau Bridges, but delays kept either pair from being able to play the parts. The parts have now been offered to Bruce Davison (of "Short Eyes" fame) and Richard Hatch (from "The Streets of San Francisco"). Shooting will begin soon . . . **Alan Meyer,** who performs his Tribute to Elvis to packed crowds in Las Vegas, has been given a script of "The Day The Beatles Came To Town," with a part tailor-made for him — a role as an Elvis freak on hand when the British moppet invasion threatens to make him passe. . .

***LONDON OFFICE CELEBRATES*** — *London records recently celebrated the opening of the label's new West Coast office in Hollywood with a party. Pictured in the new offices at 6430 Sunset Blvd. (l-r) are: John Stricker, London Records vice president of finance; London Records artist Debbie Pearl; George Albert, president and publisher of* ***Cash Box;*** *and London artist Leslie Pearl.*

**MAKING THE MOST OF MISFORTUNE** — Though **Aerosmith** had to cancel the remainder of their October dates due to the unfortunate incident that sidelined members **Joe Perry** and **Stephen Tyler** at a recent concert, the band is using the extra time to add the finishing touches to their forthcoming album, due in November . . . Since **Jackson Browne's** upcoming album is about life on the road, it's entirely fitting that he is co-writing a song with **Howard Burke** — his road manager who also plays guitar . . . Now that the **Sex Pistols** have pacted with Warner Bros. things are happening very quickly. Ready or not, we can expect to see an album from them Nov. 10 but, save your singles, fans, because the 12 incher won't contain the B sides of the chart-topping singles they've released so far . . . Comic relief? It's coming from several quarters. Besides the two volume set of **Marx Bros.** material just released by American Album & Tape, E/A will release **Mel Brooks'** double album in November with one record as a soundtrack to his new movie "High Anxiety" and the other a greatest hits disc, including "Blazing Saddles" as sung by **Frankie Laine** and "Springtime For Hitler" from "The Producers." E/A will also release an album from **Stan Freberg** sometime next year. Warner Bros. will release a three-record album Nov. 1 that will encompass 25 years of comedy including such wits as **Shelly Berman, Cheech & Chong, Bill Cosby, Lenny Bruce, Richard Pryor,** et al. It will probably be the first "Greatest Hits" of comedy . . . Poet **Allen Ginsberg** has finished his first record entitled "First Blues," a collection of original blues ballads produced by **John Hammond,** and is now looking for someone to sell it for him after CBS passed . . . **REO Speedwagon** has just gone into Sound City Studios to record a disc due out in January . . . **Country Joe McDonald** finishing out the year readying his next one, due in January, and doing several concerts as a solo acoustic act. **Earth, Wind & Fire** LP due in two weeks with a massive 76 city tour to follow, on which they will be supported on most dates by **Deniece Williams** and **Pockets . . .** A shift in direction can be inferred from the news that **Burton Cummings** is looking for a new producer for his third Portrait album. His last was produced by **Richard Perry . . . Brewer & Shipley** are back at it, recording at Filmways/Heider in SF . . . **Chaka Khan** at Dawnbreaker with **Rufus** after adding some background vocals to **Joni Mitchell's** next album.

**BEATING THE BOMB** — We don't wish to set any teen hearts a-flutter unnecessarily but the **Bay City Rollers** had a brush with catastrophe when the California-bound BOAC jet they were riding had to return to London to check out an anonymous tip that a bomb had been placed aboard the craft. The delay caused them to arrive here a day late for their portion of a show being taped at the Forum last week. The Chuck Barris Special was taped Wednesday for airing in January, and will feature, along with an Ed Sullivan-style format, guests **Stephen Bishop, Michelle Phillips,** the **Temptations, Redd Foxx** and **Chet Atkins.** Show is a pilot and may be the first in a series. . . Devout parishioners of a southern Baptist church in North Olmstead, Ohio were restrained by local officials from starting a huge bonfire to rid themselves of such worldly temptations as bikinis, television sets, liberal publications and hard rock records recently, but solved their dilemma by summoning a garbage truck to their services where the offending items were crunched into landfill . . . Drummer **Greg Thomas** staying in L.A. and looking for session or road work . . . Stuck for a gift for that hard-to-buy-for friend? The Image Factory will have their life-size **Elvis Presley** doll ready in time for Christmas . . . Speaking of Christmas, the 42nd annual **Bing Crosby** Christmas Special carries a special significance this year. The show, which airs Nov. 30 on CBS, will feature the beloved crooner and **David Bowie** singing "Little Drummer Boy." Congratulations to **Natalie Cole** and husband **Marvin Yancey** on the birth of their son, Robert (Robbie) Adam . . . Likewise to local promotion man **Bob Smith** and his wife Michele on the birth of their daughter, Carly, weighing in at 7 lbs., 1 oz at Cedars Sinai . . . It must be a strong bug that bit **Artie Mogull,** who, for the first time in 30 years had to miss several days of work due to his bronchial pneumonia . . . Meanwhile, Artie's art director at UA, Ria Lewerke, was in such a hurry to get backstage at the recent Boarding House appearance in San Francisco of **Crystal Gayle,** that she tried a shortcut entrance to the stage — via a table. But the table fell, and so did Ria, sustaining two broken ribs and a flush of embarrassment . . . Congratulations to **Jimmy Buffett** for winning this year's Golden Ampex

*(continued on page 99)*


**Don't ask for the impossible...**

**you might get it.**

For those of you who may not be familiar with what we do we have been designing ads, covers, labels, catalogs, etc. for over 20 years. We also set the type, do the printing, make the jackets. Part of the reason we are still around and growing is that our clients know they can count on us—we don't promise the moon and not deliver—we're honest, tell it like it is and deliver a commendable job, usually on time.

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# TAVARES

## Their New Single
## MORE THAN A WOMAN (4500)

***As Featured In The Paramount/Robert Stigwood Film, "Saturday Night Fever".***

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# "What was but a path has become a high road."

—MARCUS VALERIUS MARTIALIS

Since July 1, 1969, Capricorn Records' path has been characterized by an unmatched instinct for the finest music this country has to offer. It has earned the overwhelming respect of the American record buyers and retailers who are responsible for sales in excess of 25,000,000 Capricorn lps, singles and tapes. And now, marking another milestone in the label's history, Capricorn Records and Phonodisc, Inc. take great pleasure in announcing their freshly-formed distribution agreement. "What was but a path has become a high road." Capricorn Records and Phonodisc, Inc.-

## An Unbeatable Future.

PHONODISC INCORPORATED | A POLYGRAM COMPANY

The Marshall Tucker Band

The Gregg Allman Band

Elvin Bishop

Sea Level

Stillwater

Dixie Dregs

Black Oak

Billy Joe Shaver

Bonnie Bramlett

Rabbitt

Easy Street

Fringe Benefit

Delbert McClinton

Dobie Gray

Garfield

Cowboy

The Philarmonics

Kitty Wells

Percy Sledge

Consult your local Phonodisc salesperson for information on these Capricorn artists.

***STARLAND HARMONY*** *— Windsong recording artists The Starland Vocal Band recently appeared at an autograph session at Harmony Hut in Springfield, Virginia. The group drew the names of the winners of three 10-speed bicycles to promote their latest LP, "Rear View Mirror." Pictured (standing from left) are: Bill Kennedy of Harmony Hut; Bill Danoff and Margot Chapman of Starland; Clyde McElvene of Harmony Hut; Taffy Danoff and Jon Carroll of Starland; Kathy Mitchell of Harmony Hut; and John Parisi, salesman for RCA Records, which distributes Windsong. Kneeling (from left) are: Bill Reilly, Washington, D.C. sales manager for RCA; and Larry Van Druff, Washington promotion manager for RCA.*

## Producers Form Firm; Will Film Rock Shows

NEW YORK — Productions Two, a new TV and film production firm, has been formed by Jim Sotos and Henry Scarpelli. The two have produced promotional spots and TV commercials for Barry Manilow, Engelbert Humperdinck, the Osmonds and James Brown.

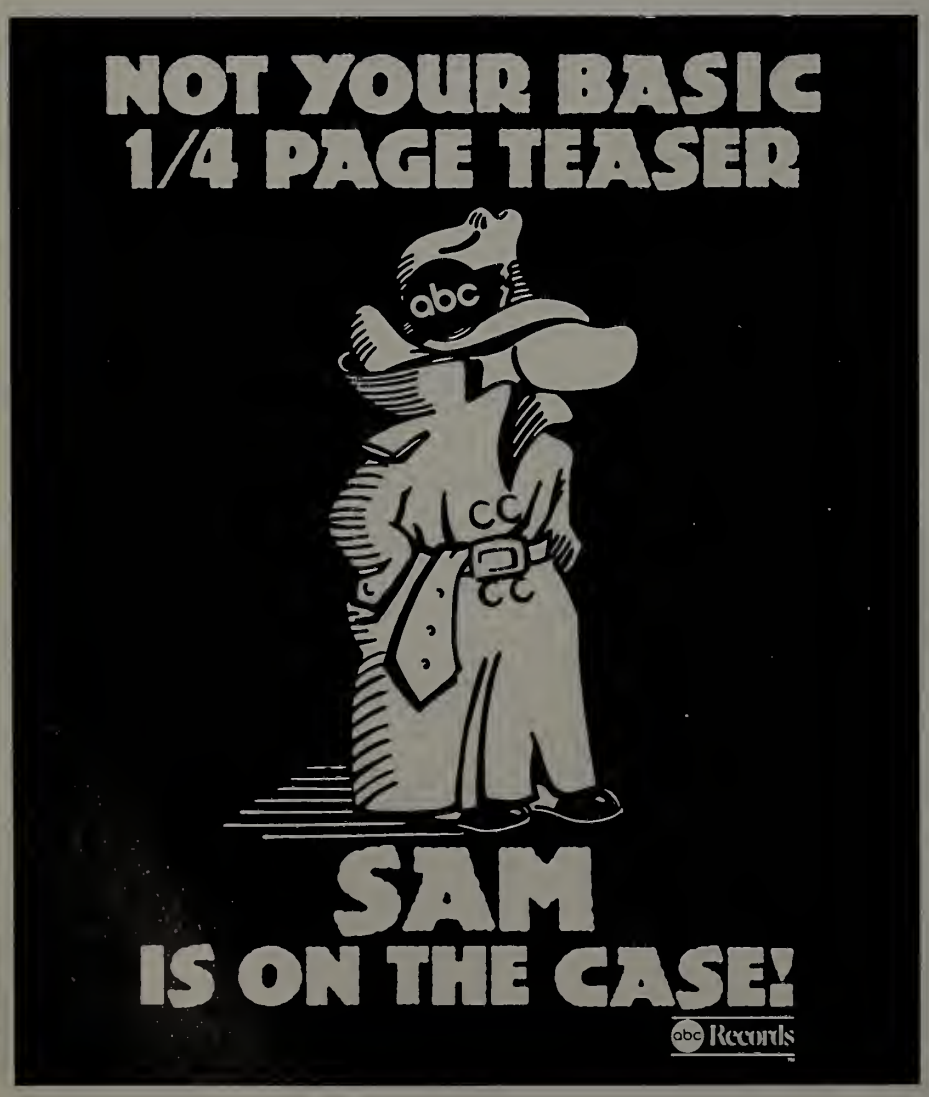
The company plans to film several rock groups in concert for theatrical release, and is currently in pre-production on a science fiction film, "The Gift."

## *National Lampoon Co. Creates Record Label*

NEW YORK — A new record company, Label 21, has been formed by 21st Century Communications, Inc., the publisher of the *National Lampoon* and *Heavy Metal* magazines.

The first LP to be distributed on the new label is *National Lampoon's* sixth comedy album, "That's Not Funny, That's Sick."

Matty Simmons, chairman of 21st Century, said the label hoped to produce and distribute other albums.



## Injunction Stops Unauthorized Use Of Elvis' Name

NEW YORK — A federal court has issued a preliminary injunction against Creative Card Co. barring the firm from "manufacturing, distributing, selling or by any other means profiting from souvenir merchandise bearing the name or likeness of the late Elvis Presley."

The suit filed in U.S. Court for the Southern District of New York, was brought by Factors Inc., which holds exclusive rights to utilize Presley's name and likeness on all merchandise. Factors charged that Creative Card had infringed on these rights through the sale of Elvis posters.

The court ruled that Factors was entitled to legal protection because of the rush to capitalize on the Presley image during the post mortem period. "A recognized property right, the 'right of publicity,' inhered in and was exercised by Presley in his lifetime," the court said "(It) was assignable by him and was so assigned, and survived his death, and was capable of further assignment."

A spokesman for Factors said the ruling is expected to establish a legal precedent for the company's other pending infringement cases.

In a related matter, Factors has begun production of limited-edition, hand-crafted Elvis Presley statuettes. The five-inch pewter replicas of the late singer will sell for $49.95.

The offering consists of three statuettes, picturing Elvis in the 50s, 60s and 70s. The 50s statuette has Elvis playing his guitar; the 60s statuette pictures Elvis in his "Blue Hawaii" film with a lei around his neck, while the 70s version of Elvis sings into a microphone.

## Lowery Benefit Honors Publisher, Sets Scholarship

NEW YORK — Bill Lowery, president of the Lowery Group of Music Publishing Companies, will be honored at a benefit concert in the Atlanta Civic Center on November 17 to celebrate his 25th year in the music industry.

The concert will provide a scholarship program at Georgia State University for the school's Commercial Music/Recording Degree program.

Among the artists scheduled to perform are the Atlanta Rhythm Section, Ray Stevens, Joe South, Tommy Roe, and Brenda Lee.

Lowery, currently president of the Country Music Foundation, received a BMI license for his first publishing company, Lowery Music, Inc., on October 1, 1952. The Lowery catalog now includes over 5,000 titles.

Most recently, Lowery has been involved with the "Music Recording Industry Study Committee" sponsored by the Georgia State Senate. The committee will report to the Georgia State Senate by January 1, 1978 on the feasibility of establishing a "Recording Commission" for the state of Georgia.

## London Taps Alpha As New England Distrib

NEW YORK — London Records has named Alpha Distributors of New York to handle its line in the Boston/New England region. Alpha currently distributes London in New York, New Jersey and Connecticut.

London has made several distributor changes over the past few weeks, shifting to MS in California; Progress in Chicago; Western Merchandising in Colorado/Utah; and Sounds Records and Tapes in Seattle.

## *CBS Takes Aim At College Kids With Videotapes*

NEW YORK — CBS Records and the Video Tape Network (VTN) have initiated a program to market and lease videotape packages of CBS Records artists to college campuses across the country.

Under the agreement, VTN will rent one-hour video tapes to campus student organizations on a weekly basis. Each tape will consist of four 15-minute segments, each featuring one CBS act. The first tape to be released includes Mothers Finest, Southside Johnny And The Asbury Jukes and Cheap Trick, all on Epic; and Heart on Portrait. Students will view the tapes in the dormitories, student unions, auditoriums and other campus locations. VTN has also developed a marketing program involving flyers, posters and ads in college papers.

Eric Doctorow, manager of the College Program for CBS, said the pact with VTN was part of a continued effort at capturing the college market. He said the program will expose CBS artists to this audience and also help the company determine the "viability of videotapes in selling our product . . ."

This spring, CBS and VTN plan a "video awareness week" which will feature a five-campus videotape marketing blitz.

Recently, CBS launched a program called "Inter Chords" aimed at the college radio and consumer market. This series of radio interviews was similarly designed to expose current and upcoming product to the college audience.

## AFTRA, RIAA Reach Accord On 3-Year Contract

NEW YORK — The American Federation of Television and Radio Artists (AFTRA) and the Recording Industry Association of America have reached a tentative accord on a new three-year contract covering services of AFTRA members on record and tape production.

Under the agreement, minimum session fees and additional payments based on sales will both increase "significantly," according to AFTRA. The additional payments will also accrue to non-royalty union members who until 1975 were not compensated beyond the session fee. The potential extra payments for these members will more than double under the pact, AFTRA announced.

Minimum rates for basic session fees have been hiked about 18% for group singers, while rates for "stepping out" (solo or duo work within the framework of a group) have increased by about 23% over the term of the pact. Actors, narrators and announcers received increases of about 21.5% over the three years.

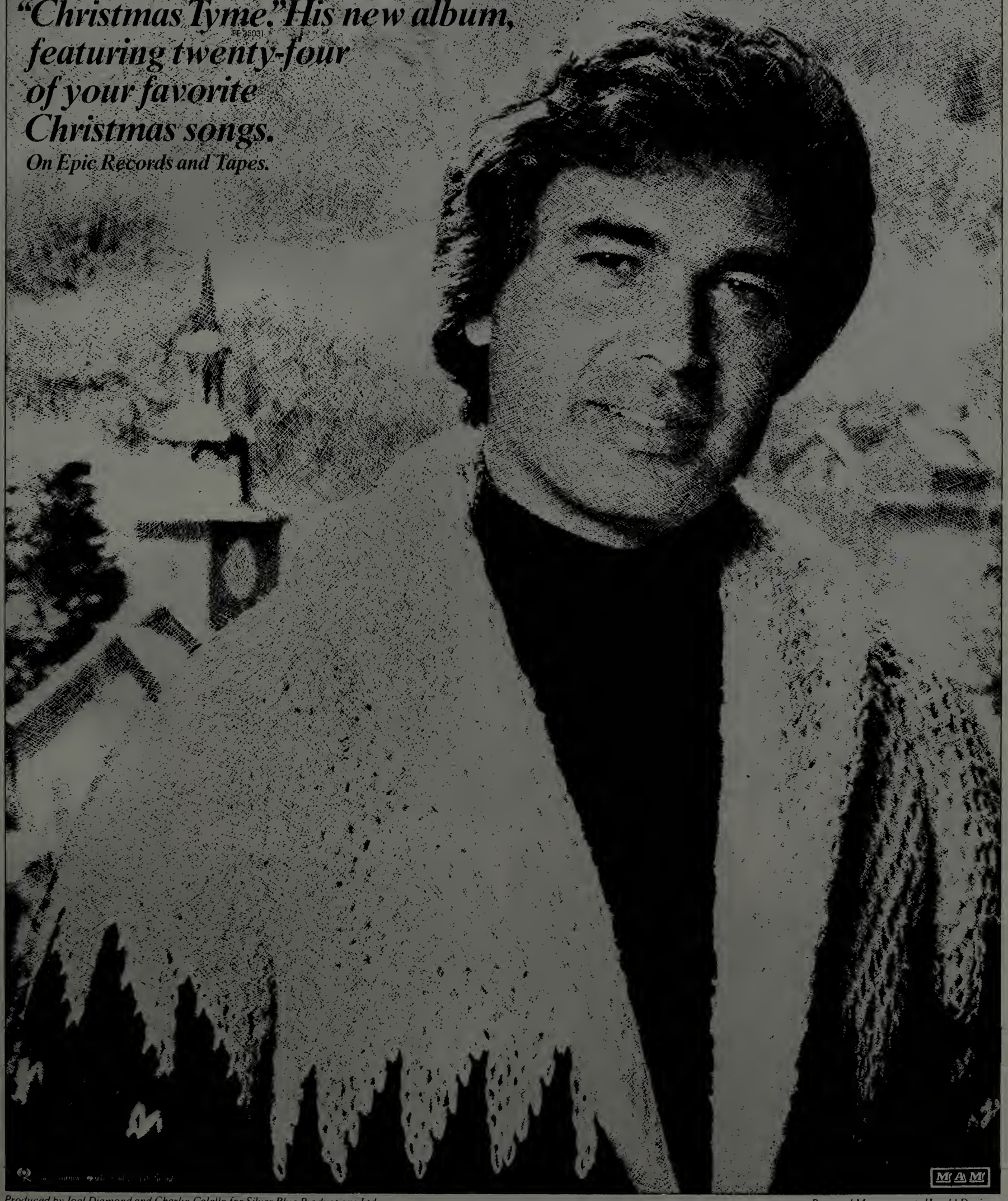
The contract, retroactive to April 1, 1977, expires March 31, 1980.

***PRICE RETURNS*** *— Jet recording artist Alan Price is shown celebrating after his recent show at the Santa Monica Civic, the opening date of his first U.S. tour in three years. Pictured (l-r) are: Sharon Arden of Jet Records; Price and David Arden of Jet Records.*

# He visits more homes than Santa Claus. But unlike Santa, he stays.

*Engelbert Humperdinck.*
*"Christmas Tyme." His new album, featuring twenty-four of your favorite Christmas songs.*
*On Epic Records and Tapes.*

PE 35031



*Produced by Joel Diamond and Charlie Calello for Silver Blue Productions Ltd.*

*Personal Management: Harold Davison.*

# Rick Nelson, Now Signed To Epic Records, Discusses New LP And His 20 Years In Rock

**by Randy Lewis**

LOS ANGELES — He started out in music as a teenage idol, and then a disgruntled "Garden Party" guest. But 20 years since his first hit, with a new record label, a new album and the recent sellouts of all his shows at Nashville's Exit/In under his belt, Rick Nelson stands today as one of the most successful survivors of all the 1950s rock and rollers.

Seen weekly in that decade by millions of television viewers on "The Adventures of Ozzie and Harriet," Nelson said there was an initial negative reaction by some elements of the public when "the irrepressible Ricky" first sang a rock and roll song on TV.

"When I first started," Nelson said, "we got all of these letters saying, 'How could you let your son sing this evil kind of music.' I was very fortunate that both my folks were totally behind me and really did understand what I was doing."

He sang his first single, "I'm Walkin'," during a party sequence on one episode and the following week, the record sold a million copies.

***Power Of TV***

"It was really the first time that had been done," he said, "where somebody utilized the TV medium. It was an afterthought to do it that way, but it worked very well from the start. Nobody realized the power television had."

Because of that early television and constant television exposure, Nelson was perhaps the most visible of all 1950s rock stars.

Since then, he has recorded 25 albums and 26 singles, of which 10 have been certified gold. He also was awarded a gold record last week for the album "Travelin' Man," which was released approximately 14 years ago.

He signed with with Epic Records about one year ago and said of the new label, "Coming over to Epic has been a refreshing change because the people over here are very much involved and very musically-oriented. A lot of companies are run by attorneys. Epic is run by people who are involved with music."

His first album for Epic, "Intakes," was released a few weeks ago and of it, the 37-year-old singer said, "I feel real, real good about it. I have a very positive feeling about it. I feel it's really the first complete album I have recorded; it's not just built around one single record. I'm very pleased the way it came together."

***More Rock And Roll***

After having been involved with country music and country-rock for the past several years, Nelson admits the new album has more of a rock and roll base than most of his recent work.

But rather than describing it as a change in direction, he said, "If anything, it's kind of like going back to what I started doing a long, long time ago.

"When I listened to some of the early albums, I was a little surprised because there were a lot of straight-ahead rock and roll things on them. It gave me the idea to do more rock and roll on this album. I really enjoy playing them."

Although he is credited as producer for half the songs on the new album, he said, "It's funny, because I always was.

"Even before they had the word 'producer' I produced all of those early songs without even knowing it. We just went in at that time and tried to get the best version of whatever song we were recording."

Part of the sound he tried to capture on the "Intakes" was that of Sam Phillips' highly influential Sun Records studio which hosted Elvis Presley, Jerry Lee Lewis, Carl Perkins as well as Nelson himself.

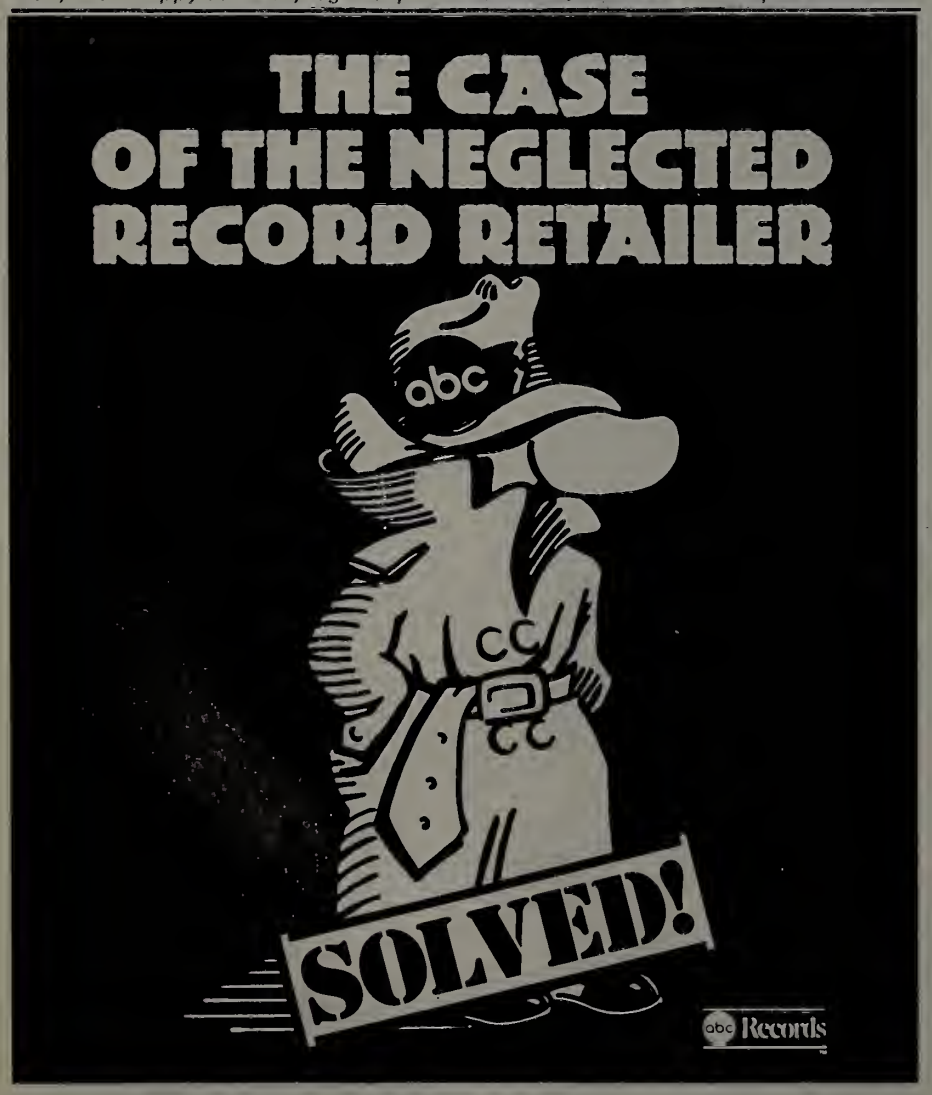
***Carl Perkins***

"I always related to Carl Perkins and people like that and I have always been a huge fan of his and the sound he got back in those Sun Records days. I was a big fan of those recordings. In my mind, I equate that with rock and roll."

With the new album, he said, "what I tried to do was go back and try to utilize some of that. I have a slap stand-up bass on some of those things that is used more as just a feel, rather than for the actual tone of it."

Besides his work in the studio, Nelson has constantly been active on the concert

***BUTLER*** *— Motown recording artist Jerry Butler and friends attend a luncheon held in his honor, prior to his recent performance for the Congressional Black Caucus. On hand for the event were (l-r) Sunny Jim Kelsey, general manager, WOL; Gerald Bowie, Schwartz Bros.; Nancy Coleman, musical director WOL; Butler; Cortez Thompson, program director WOL; and Chappy Johnson, regional promotion director of East Coast Operations.*



## Mancini To Score New Sophia Loren Movie

LOS ANGELES — Henry Mancini, who has received three Acadamey Awards and 17 Oscar nominations, recently was signed by executive producer Zev Braun to compose and conduct the score for "Angela," a joint film venture of Canafox and Classic Films of Montreal starring Sophia Loren.

## Chapin Honored For World Hunger Work

LOS ANGELES — Harry Chapin was honored October 28 for his work with World Hunger Year in ceremonies in the Atlanta Peaches store. Chapin, who was in town for a concert appearance, was made an honorary citizen of Atlanta

## Ariola Signs Wendroff

LOS ANGELES — Singer/songwriter Michael Windroff has signed with Ariola Records and is expected to have an album ready for release early in 1978.

## LOOKING AHEAD

**101 SERPENTINE FIRE**
(Saggifire Music/Free Delivery Music — BMI)
EARTH, WIND & FIRE (Columbia 3-10625)

**102 TIME BOMB**
(Colgems-EMI — ASCAP)
LAKE (Columbia 3 10614)

**103 SPACESHIP SUPERSTAR**
(Squamish Music/Forinth Music — BMI)
PRISM (Ariola 7672)

**104 SHORT PEOPLE**
(Hightree Music — BMI)
RANDY NEWMAN (WBS 8492)

**105 DON'T ASK MY NEIGHBORS**
(Unichappell — BMI)
EMOTIONS (Columbia 10622)

**106 MOONDANCE**
(WB Music Corp. — ASCAP/Caledonia Soul Music — BMI)
VAN MORRISON (WBS 8450)

**107 IF YOU'RE NOT BACK IN LOVE BY MONDAY**
(Tree — BMI)
MILLIE JACKSON (Spring/Polydor 175)

**108 CAN'T WAIT**
(Songs Of The Knight/Bo Mass Music Corp. — BMI)
PIPER (A&M 1969)

**109 NATIVE NEW YORKER**
(Featherbed/Desiderada, Unichappell — BMI)
ODYSSEY (RCA PB 11129)

**110 RADIO LOVES YOU**
(Irving Music, Inc./Maul Music, Inc. — BMI)
P.R. BATTLE (A&M 1987)

## Upcoming Industry Conventions

| | | |
|---|---|---|
| Amusement and Music Operators Association | Oct. 28-30 | Chicago |
| Interface '77 | Oct. 28-30 | New York City |
| Loyola National Radio Conference | Nov. 4-6 | Chicago |
| Intercollegiate Broadcasting System Convention | Nov. 11-13 | San Francisco |
| NARM Regional Meeting | Jan. 9 | Los Angeles |
| NARM Regional Meeting | Jan. 11 | San Francisco |
| NARM Regional Meeting | Jan. 12 | Seattle |
| MIDEM | Jan. 20-26 | Cannes, France |
| NARM Regional Meeting | Feb. 7 | Washington, D.C. |
| NARM Regional Meeting | Feb. 9 | New York City |

***ELTON JOHN WEEK IN NEW YORK*** *— Elton John was very visible in New York recently with a rare in-store appearance at Sam Goody's Radio City Music store, an induction into the Madison Square Garden Hall of Fame and an appearance on NBC's Today Show, where he played pinball with the show's host Tom Brokaw. As a result Elton John Week was declared and was celebrated by the artist at a party hosted by his manager John Reid. Pictured at the party (l-r) are: Bernie Taupin, Elton's lyricist; Mike Maitland, MCA Records president; and John. At far right Elton is shown during his induction into the Madison Square Garden Hall of Fame.*

# This is the cover of the new John Denver album.

# Coming Soon.

Jerry Weintraub
Management III

RCA Records

# ALBUM REVIEWS

**LOVE SONGS — The Beatles — Capitol SKBL-11711 — Producer: George Martin — List 11.98**

It's early for Valentine's Day but just in time for Christmas, this 26-song, two-record set of songs on a timeless subject of universal appeal. For all those who've long since added scratches to these selections or just want to have a lot of romance all in one place, plus the words to the songs in an attractive enclosed libretto, this album is an excellent choice. Of all the Beatles' packages, this one is unquestionably the most affecting of the lot.

**STREET SURVIVORS — Lynyrd Skynyrd — MCA-3029 — Producer: Rodney Mills — List: 7.98**

Ironically titled in light of the tragic deaths of lead singer Ronnie Van Zant and guitarist Steve Gaines, this album may unfortunately be the last album of the group as we know it. As usual, it is high quality stuff, even though conflicts between the band and producer Tom Dowd caused Dowd to withdraw his name from the project. Overall, the significant differences are more in the softer stance and slower tempo than in the technical fidelity which makes this a significant album for them regardless of the Mississippi tragedy.

**SPECTRES — Blue Oyster Cult — Columbia JC 35019 — Producer: Murray Krugman, Sandy Pearlman, David Lucas, and BOC — List: 7.98**

If you thought the commercial success that visited Blue Oyster Cult after "Don't Fear The Reaper" would alter this band's mysterious and hypnotically occult approach, look again. They haven't yet bowed completely to the altar of success even though their harmonies are better than ever on this album and the total effect is more subtle. BOC has taken care this time to layer their musical message so it operates on several levels at once in a very satisfying work.

**BRASS CONSTRUCTION III — United Artists UA-LA755-H — Producer: Jeff Lane — List: 7.98**

May as well dust off your dancing shoes, folks, because Brass Construction is back with volume III, a no-nonsense collection of six sizzlingly unmistakable disco tracks and two slower-tempo tunes that should tempt your partner to sway with you. Most practitioners of the disco genre may be as polished but there certainly isn't as much going on as in a BC record. These nine gents lay it on so thick, and so tastefully, you almost forget it's disco at all.

**PAUL NICHOLAS — RSO RS-1-3028 — Producer: Paul Nicholas & Christopher Nell — List: 7.98**

The single that launched this album, "Heaven On The Seventh Floor," rose even higher on the charts than the mood of the character in the song Nicholas sings. But, a single success can sometimes be a fluke in an album which has to survive on stronger merits and depth. But Nicholas does not let us down in this debut LP. Though strongest on dance numbers, Nicholas is an impressive stylist on ballads as well but this album fairly bristles with energy and instrumental fullness.

**CITADEL — Starcastle — Epic PE34935 — Producer: Roy Thomas Baker — List: 6.98**

The eight men of Starcastle once again offer their listeners a progressive rock album that still looks kindly upon melody. Unlike some bands, whose progressivism interferes with a sense of traditional melody, Starcastle's elegantly ascending arrangements, much like Yes, come to satisfying crescendos after steadily building tension offset by clear-toned harmonies. It's a sound that is futuristic, yet accessible to the mainstream.

**HOLD ON TO IT — Law — MCA-2306 — Producer: Roy Thomas Baker — List: 6.98**

The title track of Law's second effort for MCA is quite representative and expressive of the group members' individual backgrounds. The combination is potent indeed, fusing elements of R&B, jazz, and standard rock with some tasty elements of emphasis that point to particularly careful production, e.g., thunder and rain on "Sun Won't Shine," and an alarm clock opening for "Wake Up." A quality product that shows a good deal of growth for them as an entity.

**AMERICAN HEARTBEAT — Martha Velez — Sire/Warner Bros. SR 6040 — Producer: Stephen Galfas — List: 6.98**

Her previous album, "Escape From Babylon," was produced by Bob Marley but there's not a trace of reggae here which gives only a slight indication of the broad interests and depth of musical talent that Ms. Velez possesses. On this one, there is country rock, big band jazz, R&B and easy-going pop which makes Martha hard to categorize but a joy to listen to. Her full voice handles all styles adequately and this one should introduce her talents to a wider audience.

**THE VERY BEST OF THE MARX BROTHERS — VOLUMES 1 & 2 — American Album & Tape AAT 201/2 & 202/2 — List: 7.98 each**

The fuzzy sound quality of these classic recordings is almost an asset, bringing back strongly a sense of what it must have been like when these madcap comedians ruled the airwaves and the silver screen with their special brand of brilliance. Each volume contains two records, each of which is nearly an hour of zany humor that captivated millions earlier in this century. In these times, that much comedy at these prices is truly a bargain.

**ONJ — Olivia Newton-John's Greatest Hits — MCA-3028 — Producer: John Farrar — List: 7.98**

Livvy's eighth MCA album is also her first greatest hits package but it's got twelve of her best-loved numbers and some breathtaking photographs of one of contemporary music's most photogenic personalities all in one package. An excellent and well-rounded introduction to Olivia's work for those who have yet to be captivated by her wholesome charm and sweet-sounding vocal style. For those who have already succumbed to her winning ways, this is one to convince your friends.

**HEROES — David Bowie — RCA AFL1-2522 — Producer: David Bowie & Tony Visconti — List: 7.98**

The Bowie army is not yet as large as the one that follows Kiss, but his supporters are among the most loyal, and more seem to join the adulations with each new release. Four of the 10 selections here are space-age instrumentals, all of them on side two which is mostly a free-form flight into fantasy which leaves time and space behind. This is another Bowie album intended to baffle the mind of critics as it soars off into barely-explored areas of sound.

**FINALE — Loggins & Messina — Columbia JG 34167 — Producer: Jim Messina — List: 7.98**

This, in all probability, is the very last Loggins & Messina album you'll see since this two-record set is taken from their last (1975-76) tour together. Even though they had always intended to be solo artists, their relationship endured for five years, during which they enjoyed critical and commercial success with their country-rock troubadour style. This is a legacy that any L&M fan would want to purchase especially since there are some selections unavailable on any previous albums.

**DON'T LOOK DOWN — The Ozark Mountain Daredevils — A&M SP-4662 — Producer: David Kershenbaum — List: 7.98**

Country rock never had it so good. TOMD come out kickin' to open their fourth A&M disc but just when the dust is flyin', they bring it down and make you listen long enough to understand a bit more about where their sentiments lie. Though the harmonies are sweet and the melodies bright, that eerie undercurrent that is all pervasive in the Ozarks adds just a touch of musical mystique to this new album.

**NONA HENDRYX — Epic PE 34863 — Producer: Michael Sherman — List: 6.98**

As part of Labelle, Nona Hendryx learned a lot but she clearly needed room to move. She's got it here and uses it to her best advantage. Her range of vocal treatments is particularly impressive on this debut LP where she has a chance to show off both her songwriting and singing talents in center-stage, where she deserves the spotlight. Don't let the hard look fool you, though, there's a pussycat under there if you listen close enough.

**ROAD TO TOMORROW — Chi Coltrane — Clouds/T.K. — Producer: Peter Bernstein — List: 6.98**

Multi-dimensional Chi Coltrane wrote, composed, sang and played keyboards on this crisp album of musical variety. Along with some outstanding session players and several guest artists, Chi went into an L.A. recording studio where she delivered this glittering jewel of an album. Chi has an impressive range of styles here, from Helen Reddy to Carole King, but in the final analysis she remains her own woman in an individual effort of some merit.

**BRIGHT LIGHTS AND BACK ALLEYS — Smokie — RSO RS-1-3029 — Producer: Mike Chapman — List: 7.98**

Though this quartet has been together for some nine years, it's like starting all over with a new contract from RSO. They've recorded under various names on several labels with some moderate hits over the years but now seems a perfect time for their crisp, clean English pop sound that is mellow but never lazy. The haunting melodic strains of the Mersey beat and the Liverpool sound are like a breath of fresh air in these somewhat stagnant times.

**DARCUS — Darcus — RCA APL1-2454 — Producer: Richie Rome — List: 6.98**

Things happened pretty fast for this stylish songstress who so knocked out Leon Haywood after one night of singing with him that he recommended she go it alone. Almost overnight, she had a contract and studio time and now all it takes is a listen to convince the rest of the world. This lady is a powerfully evocative vocalist and a developing songwriter who covers disco, R&B and romantic ballads with equal elan.

**A DIFFERENT DRUMMER — Rahni Harris & Family Love — Emprise DC 1001 — Producer: Rahni Harris — List: 6.98**

Like the Edwin Hawkins singers there is a rich buoyant quality about this album that makes it a prime pick for pop acceptance regardless of its lyrical content. A strong backbeat and a full-blown rhythm section add the punch and the chorus of singers provide the harmonic depth that gives this album its strong accessibility.

# LONGER FUSE

# DAN HILL

...i don't fall in love that quickly
like i used to do
the passion still explodes
bound by a longer fuse.

© 1977 McCauley Music Ltd.

we have a friend... now that may not be unusual, but how many friends does one have that releases three albums and they all go gold... how many friends does one have that sold out forty consecutive concert dates in canada... how many friends does one have that has the hottest selling canadian single... how many friends does one have that co-writes hits with barry mann?... only our friend... dan hill

20th Century FOX RECORDS

T-547

## picks of the week

**B.J. THOMAS** (MCA 40812)
**Still The Lovin' Is Fun** (3:31) (Home Sweet Home — BMI) (Christian)

Thomas made an impressive return on a new label with his last single, and this second selection from the new album seems to be a broader-based record. His facile vocal performance of this familiar tune will demand the attention of top 40 and easy-listening programmers.

**SAMMY HAGAR** (Capitol 4502)
**You Make Me Crazy** (2:25) (Big Bang — BMI) (Hagar)

Hagar makes a full statement in a short time with this single from his second album for the label, "Musical Chairs." His soulful vocal and a very sticky little hook are the building blocks, but he takes them through subtle turns that will keep the listener's ears glued from start to finish. A strong record for any pop station.

**TERENCE BOYLAN** (Asylum 45442)
**Where Are You Hiding?** (3:12) (Steamed Clam — BMI) (Boylan)

This song has garnered the best response of the many cuts on Terence Boylan's self-produced debut solo album. The elegantly harmonized chorus constitutes a hook that Fleetwood Mac would gladly use. A worthwhile addition to any playlist.

**ROSE ROYCE** (MCA 40814)
**Put Your Money Where Your Mouth Is** (3:25) (Duchess — BMI) (Whitfield)

A funky record with a sense of humor from the popular soundtrack album of "Car Wash." Catchy bass and horn work, combined with some zany commentary from the vocalists, make this record as much fun to listen to as it probably was to make. Initially directed at R&B stations.

**TOM PETTY AND THE HEARTBREAKERS** (Shelter/ABC 62008)
**Breakdown** (2:39) (Skyhill — BMI) (Petty)

This is not a new record, but it is finding a new life since this band has been winning audiences in a big way abroad and now at home. This single begins in a sultry mood of seduction, heating up through each chorus. Should attract top 40 listeners to the album.

**FREDDIE HUBBARD** (Columbia 10638)
**From Now On** (3:38) (Mighty Three — BMI) (Sigler)

Master trumpet player Hubbard introduces the melody of this Bunny Sigler composition, then takes off on a variety of solos that are exciting in their buildup and release of tension. Just enough Philadelphia production effects here to make this his best shot at expanding his pop audience to date.

**PETE TOWNSHEND & RONNIE LANE** (MCA 40818)
**My Baby Gives It Away** (3:57) (Reswot — BMI) (Townshend)

Rock and roll from the Who's lead guitarist and the former bassist of the Faces is as energetic and tasteful as it promised to be in this FM-favored selection from their album, "Rough Mix." In this semi-acoustical context, Townshend proves to be a more expressive singer than many people realized.

**RINGO STARR** (Atlantic 3412)
**Drowning In The Sea Of Love** (5:08) (Assorted — BMI) (Gamble, Huff)

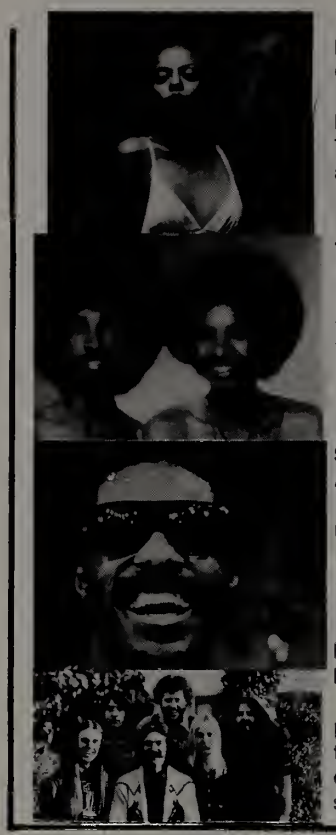
Ringo has long been respected for the strength of his cover versions, and this selection from "Ringo The 4th" continues the tradition. The Gamble & Huff song, previously recorded by Joe Simon, is perfectly complemented by the production talents of Arif Mardin.

**JAY FERGUSON** (Elektra/Asylum 45444)
**Thunder Island** (3:19) (Painless — ASCAP) (Ferguson)

The title cut from his first solo album reveals a refinement of the influence Ferguson had on Spirit and JoJo Gunne: very catchy riffs, well-developed with layers of guitar and slick lead and backing vocals. Stirring bass lines and nice slide guitar solos should also help convert programmers.

**PARLIAMENT** (Casablanca 900)
**Bop Gun (Endangered Species)** (4:00) (Rick's/Malbiz — BMI) (Clinton, Shider, Collins)

According to Dr. Funkenstein (a/k/a George Clinton), the only way "to get over the hump" is to find the true funk. For those endangered species who haven't found it, a quick dose from the bob gun will do the trick. He should be zapping infidels over the airwaves in short order.



**DIANA ROSS** (Motown 1427)
**Gettin' Ready For Love** (2:45) (Braintree/Snow/Golde's Gold — BMI) (Snow, Golde)

There's a strong jazz feeling in this first single from Ms. Ross' new album, "Baby, It's Me," from the shuffling rhythm to the way she phrases the verses over the basic rhythm. The chorus has one of the most appealing hooks heard in some time, and this record already looks like a high-charting hit.

**THE BROTHERS JOHNSON** (A&M 1982)
**Runnin' For Your Lovin'** (3:44) (Kidada/Goulgris — BMI) (Johnson, Johnson)

Johnson & Johnson's music with its combination of R&B and progressive rock influences, has a tremendously broad appeal. This selection from the album, "Right On Time," is headed for success down a variety of airplay avenues. Impeccable production by Quincy Jones.

**STEVIE WONDER** (Tamla/Motown 54291)
**As** (3:27) (Jobete/Black Bull — ASCAP) (Wonder)

The fifth single and one of the best selections from "Songs In The Key Of Life," this record represents a sizeable editing job on the original. All of the song's irresistible melodic sections are preserved in part, however, and this version should garner airplay at singles-oriented radio stations.

**KANSAS** (Kirshner/CBS 4273)
**Point Of Know Return** (3:11) (Don Kirshner — BMI) (Walsh, Ehart, Steinhardt)

The title cut from Kansas' newest album represents an ideal balance of pop and progressive elements, highlighted by the depth of vocal harmony that characterized their first hit. Tasteful use of rhythmic accents and Yes-inspired organ licks are the other catchy features that should make this cut, already heavily programmed on FM stations, attractive to top 40 stations.

**MAC McANALLY** (Ariola America 7671)
**Let Him Go** (3:19) (I've Got The Music — ASCAP) (McAnally)

A clever lyricist. McAnally uses an analogy to describe the uneasiness of a love affair gone stale. His relaxed vocal performance and several melodic motifs could make this his next pop success.

**JOAN BAEZ** (Portrait/CBS 70009)
**Time Rag** (4:24) (Chandos — ASCAP) (Baez)

An edited, censored version of the "Blowin' Away" LP cut in which Ms. Baez lambasts the press in strong terms. A few of the colloquialisms in this talking blues might offend some programmers, but we think her most controversial statement is "I don't give a damn where I stand on the charts."

**RANDY PIE** (Polydor 14424)
**Back Street Boy** (3:46) (Unichappell — BMI) (Peterson, French)

Although the use of keyboards and guitar in this single is very slick, the record as a whole never loses its rock and roll energy. Most of the credit goes to a strong lead vocal and tight rhythm section. Could garner some top 40 following for the album, "Fast/Forward."

**FOUR TOPS** (ABC 12315)
**The Show Must Go On** (4:01) (ABC/Dunhill, Inc./Rall — BMI) (Payton, Bridges, Payton)

The frustrations of the nomadic life of an entertainer are the subject of this fast-paced title cut from the group's latest album. Besides a cogent group vocal performance, the track has a bass line and a drumbeat that will boost this record at discos and at pop and R&B stations.

**NILSSON** (RCA 11144)
**All I Think About Is You** (4:04) (Golden Syrup — BMI) (Nilsson)

Dejected and lovelorn, Nilsson sounds like he's really drained of energy in this accessible ballad. With its incredibly lush string and choral orchestrations, this single could go the FM progressive top 40 or easy listening routes.

**JESSE WINCHESTER** (Bearsville/WB 0320)
**Rhumba Man** (3:30) (Fourth Floor — ASCAP) (Winchester)

A wild blend of slide blues guitar and West Indian rhythms in this selection from Winchester's "Nothing But A Breeze," often calling Little Feat to mind. This delightful cut should pick up added FM play, and will appeal to many top 40 stations as well.

**DENNIS WILSON** (Caribou/CBS 9023)
**You And I** (3:21) (Dennis Wilson) (Wilson, Wilson, Jakobson)

The first Beach Boy to go solo proves that he was more than up to the task in this single from "Pacific Ocean Blues." The gentle melody is carefully set in an environment of quiet guitars, keyboards and percussion, while the full harmonies of the chorus are mysteriously alluring. Appropriate to pop and progressive playlists.

**MICHAEL KATAKIS** (A&M 1983)
**Rainbow Song** (3:14) (Hammer & Nails/Almo — ASCAP) (Katakis)

Though a first listen to Katakis' album, "A Simpler Time," might leave certain listeners remembering his sadder side, this selection, a dreamy love song, is indicative of his true breadth of talent. This ballad is programmable on album or single-oriented stations.

**TOM JONES** (Epic/MAM 50468)
**What A Night** (3:24) (Al Gallico/Algee — BMI) (Wilson, Taylor)

Jones' is one of those voices that's tough to miss: he rattles most stereo speakers when the volume is up. Here you can almost hear him grinding his teeth as he summons up the passions of a chance meeting with an old flame that leads to ecstasy.

**P.R. BATTLE** (A&M 1987)
**Radio Loves You** (2:40) (Irving/Maui — BMI) (Battle)

A nostalgic song of automotive love affairs that many stations will pick up simply on the basis of its title/chorus hook. An innocent pop melody produced by Barry Beckett and Peter Yarrow, it could be played on just about any station.

**WILLIAM BELL** (Mercury 73961)
**Easy Comin' Out (Hard Goin' In)** (3:17) (Bell-Kat/Belinda — BMI) (Bell, Mitchell)

Bell takes another look at the problems of a love triangle: How will he face the old lady after being out all night? A convincing vocal performance, and the right rhythmic feeling for disco or R&B playlists.

**STARBUCK** (Private Stock 173)
**One Of These Mornings** (3:23) (Brother Bill's — ASCAP) (Blackman)

A pop tune from the group's newest album, vocally harmonized through each verse and chorus. Through various smooth and funky sections, the single continues to offer vocal and instrumental surprises to a variety of pop formats.

**THE VENTURES** (UA 19174)
**Walk — Don't Run, '77** (2:42) (Forshay — BMI) (Smith)

This legendary group of instrumentalists wasn't going to wait for some pack of rip-off artists to disco-fy their classic hit — so they did it themselves. That guitar melody is still there, while the bass, drums and backing vocals add that dose of funk.

**DAN HILL** (20th Century 2355)
**Sometimes When We Touch** (4:03) (Welbeck — ASCAP, ATV/Mann-Weil — BMI) (Hill, Mann)

Hill and Barry Mann are co-writers on this ballad from "Longer Fuse." The main thrust here seems to be the lyric, performed by Hill with a great sense of drama. For varied pop and easy listening formats.

**SYMBOL 8** (Shock/Janus 7)
**Prisoner** (3:32) (Duchess/Old Sparta/Miles — BMI) (Grimes)

The "prisoner of love" theme is hardly new, but the appeal here seems to a strong hook in the chorus, as well as a tight band sound. Crystal clear blues guitar solos and backing lines round out the sound in this record, aimed at R&B stations.

# Rave reviews for an untypical debut.

"Her voice...is completely personal. And her approach—the submersion of a variety of contemporary styles into what might be called down-home cabaret—works wonderfully well." —*The New York Times.*

"Five stars....Best known for writing "Love Has No Pride," Titus' first album clicks because of strong imaginative songwriting...fine, complementary musicianship, and evocative singing..." —*The Syracuse New Times.*

"A hip chanteuse of the first order..." —*The Detroit Free Press.*

"Breathtaking....She does it all, and she does it beautifully ...we've already selected our "Best of the Year" award, to Libby..." —*The Ann Arbor News.*

"There's something sultry and smart in her voice that turns me on." —*The Village Voice.*

Ten million more heard her live TV debut on NBC's "Saturday Night." Ask for their comments at your favorite record store.

"Libby Titus."
Her first album on Columbia Records and Tapes.

Produced by Phil Ramone with Paul Simon, Carly Simon and Rob[illegible]son.
Direction. Fitzgerald Hartley Company.

# Bar Coding For Record Industry Approved By UPC Council

(continued from page 7)

UPC Code for Warner Bros. LP might be 3215-67890-1.

The final digit is used for product configuration. Those assignments agreed upon at the joint June's RIAA/NARM meeting and approved by the Code Council include: the number "1" will represent a 12-inch stereo disc (does not include quad LPs); "4" identifies cassettes; "8" represents eight-track stereo cartridges; and "0" stands for other configurations and can be used in any way a particular manufacturer sees fit.

***Provides For Future***

Wilson also said that as a way of providing for future catalog needs, only every other consecutive number would be assigned to companies at this time, and each manufacturer would then have the next highest number put into an unassigned reserve status for possible future use.

As an example, RCA might receive number 00001 as its assigned manufacturer identification number, while 00002 is reserved in case RCA needs another number at some future time. If Motown were the next company in line, it would receive 00003 as its active identification number and 00004 as its reserve, and so on.

As the third condition of administrative procedure for bar coding, Wilson said the Code Council has agreed in cases where need is demonstrated, a second manufacturer number ending in a specific number will be issued simultaneously with the first number.

"Except for the above," Wilson's letter stated, "no other manufacturer numbers will be assigned to recording industry companies for new releases. In cases where existing catalog is involved, the Code Council Board may allow temporary uses of one or two additional manufacturer numbers."

***May Apply Now***

Now that the record industry's proposed system has been approved, record companies may apply for UPC membership which will entitle them to manufacturer code number assignments.

The fee for entrance into the UPC is a one-time fee, based on the company's U. S. domestic sales and not subject to any annual membership charges. There also is no additional fee for more than one manufacturer number, but the manufacturer must demonstrate the need and receive UPC Council approval.

Application forms can be obtained from the RIAA in Los Angeles or New York, or from Distribution Codes, Inc. (DCI), the arm of the UPC Council which distributes manufacturer identification numbers. The DCI's offices are located at 401 Wythe St., Alexandria, Virginia 22314.

***Fees***

For companies whose annual U.S. domestic sales are less than $10 million, the membership fee is $200 per million dollars of sales, with a minimum joining fee of $250. The fee is a flat $2,000 for companies with sales between $10 million and $99 million; a flat $6,000 for companies with sales between $100 million and $499 million, and for companies with U. S. domestic sales of $500 million and above, a flat $10,000 one-time membership fee.

Three elements which caused the UPC Council to deny approval to the industry's proposed system at a meeting last June 28 (**Cash Box**, July 16), have now been resolved in the Code Council's recent action.

At that time, the council asked that the human readable version of the code, which will appear below the machine readable series of dark and white bars, be printed in 5-5 breakdown, not as 4-5-1 manner in which the code is interpreted by a scanning device.

The way in which the human readable numbers appear has no effect on how the code is read by a machine or interpreted when entered by hand, so the Council asked that the numbers appear in a standardized form as it is in the grocery, drug and other industries in which the UPC system is used.

But in the guidelines approved Sept. 20 by the Code Council, the body agreed to go along with the industry's requested 4-5-1 format for the human-readable portion of the code.

***Font 'B' Approved***

The second element about which Gortikov was asked to provide amplification was which typeface would be used for an optical character recognition (OCR) code, for the benefit of those companies which already use OCR scanners instead of bar code scanners.

In this case, the UPC Council's request of using a more standard "font B" typeface met with the approval of the industry, which originally requested the "font A" typeface.

All other facets of bar coding for the record industry that were proposed out of the June 7 RIAA/NARM meeting were approved by the Council.

***Major Elements***

Some of the major aspects of bar coding include:

— Symbol Placement — For LPs, the symbol will be placed on the back side, not the front, in the upper right quadrant as close as possible to the top jacket edge and

(continued on page 49)

***A&M PACTS WITH KERSHENBAUM*** *— Producer David Kershenbaum recently signed a production pact with A&M records and will soon begin working with Tarney And Spencer, an English recording duo, as his next project for the label. Most recently Kershenbaum produced "Fearless" by Hoyt Axton and "End Of The Beginning by Richie Havens." Pictured (l-r) are: Jerry Moss, A&M chairman; Kip Cohen, A&M vice president of A&R; Kershenbaum and Gil Friesen, president of A&M Records.*

1904-1977

MCA RECORDS

## On Jazz

Some heavyweights from the Columbia stable are combining talents for a tour. **Billy Cobham, Steve Kahn, Alphonso Johnson** and **Tom Scott** will begin a tour next month under the banner of the CBS All-Stars. All four have (or will have shortly) current, hot LPs.

Five new Xanadu albums have arrived. Leading the field is "Silver Blue," a companion to the earlier "True Blue," which features **Dexter Gordon, Al Cohn, Blue Mitchell** and company. Others feature **Jimmy Raney** ("Solo"), **Sam Most** (Flute Flight"), **Mickey Tucker** ("Sojourn" with **Bill Hardman** and **Ronnie Cuber**) and an anthology titled "Bebop Revisited Volume 2," which features **Dizzy Gillespie, Kai Winding, JJ Johnson** and **Terry Gibbs.**

A second batch of Bethlehem LPs have appeared in less than a month. Apart from the **Booker Ervin** (see Jazz Picks,) there are sets from **Zoot Sims, Jimmy Knepper, Herbie Mann-Sam Most,** and **Betty Roche**.

Inner City's record of the week is an album by The **Jeff Lorber** group titled "The Jeff Lorber Fusion."

The second Polydor album by **Teruo Nakamura** is "Manhattan Special" and features **Art Webb, Herbie Hancock** and **Carter Jefferson**.

The loss of **Bing Crosby** to the jazz world may be more deeply felt than is immediately obvious. Crosby got his first major break with the **Paul Whiteman** band in the 20s, and, although Whiteman was hardly the King of Jazz his monicker implied, young Crosby was always an admirer and frequent employer of great jazzmen, including **Eddie Lang, Joe Venuti** and **Bix.**

***JAZZMEN AT CARNEGIE HALL** — Elektra/Asylum recording artists Lenny White and Sergio Mendes got together backstage after Sergio's 15th anniversary performance at New York's Carnegie Hall. Mendes first performed at that site in 1962 as part of a bossa nova jazz concert. White, newly signed to E/A's jazz/fustion label, has just completed his debut album, co-produced with Al Kooper. (photo: Richie Aaron)*

The last band Crosby toured with featured **Joe Bushkin, Johnny Smith, Milt Hinton** and **Jake Hanna.** His last recording session, for Concord, features him with a number of other great singers and jazzmen in a special album for the **Duke Ellington** Cancer Fund. Jazz fans will likely remember his appearances with **Louis Armstrong** best. Whether it be "Pennies From Heaven" or the immortal "Gone Fishin'," or "High Society," surely one of the great film musicals, there was a natural chemistry between the two performers that spelled greatness.

**Woody Herman** has signed an exclusive three year recording contract with the Great American Gramaphone Co. Herman will record direct discs and regularly recorded albums for the label.

Producer Larry Fallon is set to record himself under his own name, **Renzo Friose** on an album for AVI. While it is his first solo LP, jazz fans may know of him from his piano work on Van Morrison's "Astral Weeks."

A new book and a new album **Rosie Clooney** is being released simultaneously by Playboy Press and Concord Jazz. The new book is her autobiography and the new album will feature **Jake Hanna, Scott Hamilton, Bill Berry, Monty Budwig,** and **Nat Pierce**. Rosemary will also be on an October special release by Concord entitled, "A Tribute To Duke Ellington" which also features **Bing Crosby, Tony Bennett** and **Woody Herman**.

**Airto Moreira** dropped by the west coast office and gave us the rundown about his latest from Warner Bros. entitled "I'm Fine How Are You." Airto told us that this album represents a new beginning of sorts in that the music represents authentic Brazilian rhythms, what Airto refers to as Brazilian street music. The album provides him with an opportunity to sing in English, something he has not done.

Pausa Records, an active label with product from Italy, is releasing four albums for October. They include albums by Sam Rivers, Randy Weston, Red Mitchell and Lee Konitz.

**bob porter & jeffrey weber**

## TOP 40 JAZZ ALBUMS

| | | Weeks On 10/15 Chart | |
|---|---|---|---|
| 1 | **ENIGMATIC OCEAN**<br>JEAN-LUC PONTY (Atlantic SD 19110) | 7 | 6 |
| 2 | **NIGHTWINGS**<br>STANLEY TURRENTINE (Fantasy 9534) | 2 | 8 |
| 3 | **FREE AS THE WIND**<br>THE CRUSADERS<br>(Blue Thumb/ABC BT-6029) | 1 | 21 |
| 4 | **BLOW IT OUT**<br>TOM SCOTT (Ode/Epic PE 34966) | 4 | 8 |
| 5 | **LIFELINE**<br>ROY AYERS UBIQUITY<br>(Polydor PD 1-6108) | 3 | 19 |
| 6 | **AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW**<br>(Warner Bros. WB 2BZ 3052) | 5 | 17 |
| 7 | **MORE STUFF**<br>STUFF (Warner Bros. WB BS 3061) | 6 | 17 |
| 8 | **PICCOLO**<br>RON CARTER (Milestone M-55004) | 13 | 5 |
| 9 | **BYABLUE**<br>KEITH JARRETT (Impulse/ABC 9331) | 10 | 6 |
| 10 | **OXYGENE**<br>JEAN MICHEL JARRE<br>(Polydor PD 1-6112) | 12 | 6 |
| 11 | **CTI SUMMER JAZZ VOL. 1**<br>(CTI 7076) | 15 | 5 |
| 12 | **PLATINUM JAZZ**<br>WAR (Blue Note/UA BNCA 690-J2) | 8 | 13 |
| 13 | **ACTION**<br>BLACKBYRDS (Fantasy F-9535) | 19 | 3 |
| 14 | **HEAVY WEATHER**<br>WEATHER REPORT<br>(Columbia PC 34418) | 9 | 31 |
| 15 | **RIGHT ON TIME**<br>BROTHERS JOHNSON (A&M SP 4644) | 11 | 23 |
| 16 | **LIFESTYLE (LIVING & LOVING)**<br>JOHN KLEMMER (ABC AB 1007) | 14 | 21 |
| 17 | **FINGER PAINTINGS**<br>EARL KLUGH<br>(Blue Note/UA BNLA 737H) | 16 | 19 |
| 18 | **FIRE ISLAND**<br>HERBIE MANN (Atlantic SD 19112) | 22 | 4 |
| 19 | **SKY ISLANDS**<br>CALDERA (Capitol 11658) | 17 | 9 |
| 20 | **FIRST SERVE**<br>DANNY TOAN (Embryo/Atl. SD 535) | 26 | 3 |
| 21 | **BUNDLE OF JOY**<br>FREDDIE HUBBARD (Col. JO 34902) | 28 | 3 |
| 22 | **GOIN' PLACES**<br>MICHAEL HENDERSON<br>(Buddah BDS 5693) | 23 | 3 |
| 23 | **GRAZING DREAMS**<br>COLLIN WALCOTT (ECM-1-1096) | 24 | 3 |
| 24 | **RUBY, RUBY**<br>GATO BARBIERI (A&M SP 4655) | 32 | 2 |
| 25 | **SERENGETI MINSTREL**<br>SONNY FORTUNE (Atlantic 18225) | 18 | 10 |
| 26 | **CAPETOWN FRINGE**<br>DOLLAR BRAND<br>(Chiaroscuro/Audio Fidelity CR 2004) | 20 | 8 |
| 27 | **QUINTET**<br>VSOP (Columbia C234976) | — | 1 |
| 28 | **TIM WEISBERG BAND**<br>(United Artists UA-LA 733G) | 21 | 12 |
| 29 | **FRIENDS AND STRANGERS**<br>RONNIE LAWS<br>(Blue Note/UA BNLA 730H) | 25 | 27 |
| 30 | **EYE OF THE BEHOLDER**<br>RAY BARRETTO (Atlantic SD 19140) | — | 1 |
| 31 | **STAIRCASE**<br>KEITH JARRETT (ECM/Polydor 21090) | 27 | 18 |
| 32 | **INSIDE THE GREAT PYRAMID**<br>PAUL HORN (Mushroom MRS 5507) | 34 | 2 |
| 33 | **ARC**<br>CHICK COREA (ECM 1009) | 29 | 9 |
| 34 | **ELEGANT GYPSY**<br>AL DIMEOLA (Columbia PC 34461) | 31 | 28 |
| 35 | **CTI SUMMER JAZZ VOL. 2**<br>(CTI 7077) | 30 | 5 |
| 36 | **IN FLIGHT**<br>GEORGE BENSON<br>(Warner Bros. BSK 2983) | 33 | 37 |
| 37 | **BREEZIN'**<br>GEORGE BENSON<br>(Warner Bros. BS 2919) | 36 | 69 |
| 38 | **LISTEN**<br>LONNIE LISTON SMITH FEATURING<br>MEL MARTIN (Inner City 1025) | — | 1 |
| 39 | **LOVE EYES**<br>ART WEBB (Atlantic SD 18226) | 37 | 4 |
| 40 | **ELLINGTON IS FOREVER VOL. 2**<br>KENNY BURRELL (Fantasy F-7900) | 39 | 3 |

## JAZZ ALBUM PICKS

**THE DUKE ELLINGTON CARNEGIE HALL CONCERTS, Jan. 1943, Dec. 1944, Jan. 1946, Dec. 1947 (3 two record sets, 1 three record set) — Prestige P 34004, P 24073, P 24074, P 24075 — Assembled by Orrin Keepnews — List: 8.98 and 11.98**

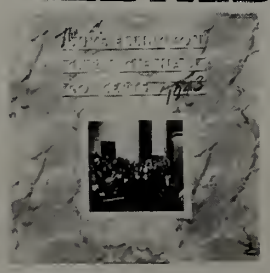
This huge release features nine albums of Ellingtonia. The historical value of the collection cannot be overemphasized as lovers of the Duke will surely want these priceless recordings, many from original 78 rpm acetate recordings. The band swings through dozens of classics and preserves the aura of the musical time period better than any latter-day tribute.

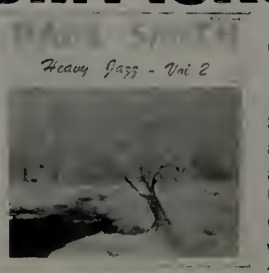
**MONTREUX 77 — The Pablo All-Stars — Pablo 2308210 — Producer: Norman Granz — List: 7.98**

This jam combines several Pablo regulars (Joe Pass, Milt Jackson, Oscar Peterson, Clark Terry) with guests (Ronnie Scott, Niels Pederson, Bobby Durham) in a spirited set from this summer's Pablo show at Montreux. Everyone performs up to capabilities, and Scott's robust tenor is a nice surprise. The material is familiar but, it is the blowing that matters. If the remaining LPs from this source are up to the standard of this one, there is a lot of solid jazz coming from Pablo.

**COMIN' FROM A GOOD PLACE — Harry James And His Big Band — Sheffield Lab LAB-6 — Producer: Lincoln Mayorga and Doug Sax — List: 12.00**

This follow-up to Harry's first project for Sheffield, "The King James Version," continues in the same vein, with some big band classics, such as "Two O'Clock Jump," "Tuxedo Junction," and "Opus One," as well as some lesser known but equally as exciting tunes. Besides the accessible energy of the upbeat tunes, the lazy swing arrangement of "You'll Never Know," a 34-year-old number, stands out. The recording, which utilized a single stereo mike and the no-tape, direct-to-disc method, puts Harry's band right in the listener's living room.





**HEAVY JAZZ — VOL. 2 — Paul Smith — Outstanding Records 011 — Producers: Earl Beecher PhD. and Robert Simpson — List: 6.98**

Pianist Paul Smith is ever so smooth. On this excellent LP, Smith engages the services of Louis Bellson and Ray Brown and together, the trio is a fantastic testimony to unity of spirit and technique. Cole Porter, Billy Strayhorn and Rodgers and Hart would be honored at the treatment their songs are given. Of extreme interest is the version of the standard "A Train" which is by no means standard here. An exceptional recording from all facets.

**THE BOOK COOKS — Booker Ervin — Bethlehem 6025 — List: 6.98**

Ervin has been dead for seven years, but in many ways he is still the finest post-Coltrane tenor player. He had a fire and a drive that were always enjoyable. Here in a sextet including Tommy Flanagan and Zoot Sims, he boils and burns throughout. The title track is nearly 11 minutes of prolonged inspiration.

**UP — Jim Mullen and Dick Morrisey — Embryo SD 536 — Producer: Average White Band — List: 6.98**

M&M, as they are called, share close to 50 years in the music biz mostly as veterans of the British music scene. This album, their first together, is a potpourri of expanding musical progressions. Morrissey's sax is hearty and spirited while Mullen's guitar work is full of expressive energy. An interesting note: The Average White Band, close friends of the duo, provide the entire instrumental backup on a refreshing debut LP.

## Promotion In Motion

**FREEBIE AND THE SINGLE** — Providing small numbers of free singles to retail outlets in certain tertiary and secondary markets has turned into a significant research tool for most record companies, as well as a way of tying local airplay patterns to retail action.

Kurt Nurlinger, New England regional promotion rep for Elektra/Asylum, explained how this strategy helped break Andrew Gold's "Lonely Boy" in the Bangor, Maine market.

"You've got a chain of a few small stores buying through a distributor who's buying off the trades, Top 15 or 20, that's it. The radio station is likely to be right out front with a record, but the distributor is probably slow in reacting. We have to do something if we want to make it happen."

By providing each of the stores with four or five singles to back up the airplay, the label is able to gauge the potential of the record. The fact that the stores sold their four or five Andrew Gold singles in a week told E/A they had a hit in that market.

"At that point," said Nurlinger, "I go to my salesman and we go back to the distributor and give him the sales figures. Then he gets on it."

John Shomby, program director of WKXX in Birmingham, Alabama, stressed the importance of dealing with retailers who know how to merchandise singles. Many retailers, he said, see little profit in 45s, are too lazy to follow airplay patterns, or are simply reluctant, after receiving a handful of complimentary copies, to turn around and make the full dollar on them. Therefore, they keep the records under the counter, giving them only to customers who come in and ask specifically for that song they heard on the radio.

"The problem with that," Shomby says, "is many customers are afraid to go up and ask for a record that they don't see displayed. If they hear the record on the radio, they'll buy it if they see it when they walk in the store. If not, the idea loses its purpose."

Often the singles are shipped to the radio stations for distribution to selected "reliable stores" which will be committed to move the product. The singles come with full instructions for reordering, if that is desired.

"All in all," said Mark Lawrence, program director of WGUY in Bangor, Maine, "the free copies give the retailer the incentive he needs to make it happen. He is not willing to take a gamble just because a station goes on a record early. You can't expect him to."

From a research angle, Lawrence noted, these freebies might be the only way for the station to determine the strength of the record. On Anna's "Money, Money, Money," for example, Lawrence noted that, with no fast phone response and a two to three week delay before passive research results could be collated, store sales reports were the only way to spot an initial response.

"It (freebies) makes for better cooperation between the record stores and radio stations," he asserted. "It's been a constant complaint of small market radio that there is no stock out there. This is a way around it."

Without these initial four or five copies in each store, whatever momentum has been generated by the airplay will soon dissipate, Lawrence concluded.

While the practice of providing free singles has existed for some time, Kerry Jackson, program director of WGSU in Guntersville, Alabama, reported that it has doubled or tripled in the past three years. "Before, it was difficult to get record companies to ship the records, but now there isn't one company that won't send free records if requested."

Jackson said that, in addition to establishing contact between radio and retail to assure that the singles are merchandised properly, it is important to keep numbers in perspective. "If you get five records in and sell three, it doesn't sound like much...but in a market like this, it could be a major breakthrough."

**ON THE STREET** — MCA headhunting for a national promotion head to replace **Ray D'Arlano,** now with Casablanca in New York . . . Several personnel changes in CTI's New York promotion force . . . At WNEW-FM's Emerson, Lake and Palmer benefit at Madison Square Garden, MC **Tom Morrera**, bedecked in Yankee jacket, exhorted the crowd to root the zanies to World Series triumph . . . **Dickie Kline** of Atlantic told his regional album promotion man **Steve Leeds** to "get in bed with the WEA marketing people." Taking the message to heart, Leeds took an apartment with New York branch coordinator **Larry Herman** . . . New WNBC PD **Bob Pittman** said at a press-promo brunch that in the first two months under new management, the flagship station has captured a segment of the 18-35 market equal to that of WABC. Pittman now looking to catch ABC in the 35-49 market and begin tapping the teenage demographics which are not currently there. In addition to computer-tabulated call-out research, Pittman says he watches other stations closely, such as WPLJ-FM, from which he occasionally picks up records . . . **Don Drossell** of De-Lite reports that Crown Heights Affair's "Do It The French Way" is breaking out in Louisville . . . Cheryl Dilcher's "Blue Sailor" is two weeks out and already has 80 AOR stations, say **Fred** and **Rondi** of Butterfly Records. Reaction cut, according to AOR radio, is "Here Comes My Baby," while soft rock is reacting to "Lovin' Woman" . . . The big news at 20th Century remains Barry White, says national promotion's **Barry Goldberg.** Peter McCann's "Save Me Your Love" and Kenny Nolan's "My Eyes Get Blurry" likewise going strong . . . H&L Records plans to give away some **10,000** Ingram albums at retail via radio. The massive promotion is coordinated by **Mike Abbott** . . . Capitol, meanwhile, plans to give away waterbeds in connection with Dr. Hook's "Makin' Love And Music."

**HATS OFF TO COOPER** — Atlantic's **Perry Cooper** sat down last Sunday to watch the fifth game of the 1977 World Series. His hat rested on top of the television set as his Yankees were blasted 10-4 by the Dodgers. Believing superstitiously that the hat jinxed his team, Mr. Cooper insisted that everyone sitting anywhere near him at Yankee Stadium for the climactic sixth game remove his hat and keep it out of sight during the entire game. The hat theory paid off as the Yankees breezed 8-4 on Reggie Jacksons' three home runs. "We did it!" Cooper declared later. "Was I right about the hat, or what!"

**MORE ON THE SERIES — Mitch Kanner,** New York local rep for E/A, has promised to buy a Yankee jacket for Linda Ronstadt. Linda, if you recall, sang the national anthem for the third series game in L.A. and added a plug for the Dodgers. Kanner felt equal time was called for, and will present Ronstadt with the jacket when she is next in town.

**mark mehler**

## FCC Announces Sept. Radio Station Totals

LOS ANGELES — The Federal Communications Commission has released the totals for broadcast stations on the air as of September 30, 1977. The commission reported that there are 4,508 AM, 2,973 FM, and 913 FM educational stations.

***MILLER ON TOUR*** *— Capitol recording artists Steve Miller and Norton Buffalo kicked off their fall tour recently with a performance at McNichols Arena in Denver. Pictured (l-r) after the show are: Miller; Bob Carter, KAZY-FM program director; Chris Kane, KAZY-FM air personality, and "Denver Dave" Rothstein, Capitol's Denver promotion manager.*

## STATION BREAKS

**Eddie Coyle** has been named program director at **WAUG.** Coyle comes to the station from **WLEQ (96Q),** Fort Myers, Florida, and replaces **Jack Gregory,** who has joined the **WGAC,** Augusta lineup as afternoon drive jock.

**Ron Lake,** afternoon drive personality, has been promoted to assistant PD at **WLAC,** Nashville. New music director is **Mark Damon,** who continues as afternoon jock.

**Derrick Shaw** is the new all-night jock at **WAEB,** Allentown. Shaw replaces **Rich Lewis,** who joins the **WHLM,** Bloomsburg, Pennsylvania, lineup.

**Rick Roberts,** formerly with **KTOE,** Mankato, Minnesota, is the new 7-midnight air personality at **WEAQ,** Eau Claire.

New 10-2 am jock at **WGH,** Norfolk, is **Bill Jordan,** formerly with **WROV,** Roanoke. PD **Bob Canada** is looking for air talent with production skills. Tapes and resumes to Bob Canada, Box 98, Newport News, Virginia 23607.

Newscasters **John Landis** and **Pam Cross** have left **WDRC,** Hartford. New newsperson at the station is **Gayle Alexander.**

Changes at **WLEE,** Richmond: **Ellen Beth Davis,** from **WMOD,** Washington, and **Randy Davis,** formerly with **WTVR,** Richmond, have joined the station as newscasters. **Mike O'Brien,** formerly midday jock, is now the public service director and passive music researcher.

**WCPI-FM,** Wheeling, is now on the air, broadcasting an album-oriented rock format which began airing October 14. Previously, the station's call letters were **WWVA-FM,** and it was simulcasting country music.

**Milt Melinger** has been appointed an account executive of **WABC,** New York. Before going to **WABC,** Melinger was an account executive at **WPLJ-FM,** ABC-owned station in New York.

**Bob Fish** has been named eastern sales manager for RRR, the RKO General's Radio representative company. Most recently, Fish has been general sales manager for **WRKO,** Boston.

**Jim Hill** is the new M.D. and 7 — midnight air personality at KREM, Spokane. Hill comes to KREM from KCAP, Helena, Montana.

**Paxton Mills** returns to Cleveland to do 1-4 pm at WGAR, replacing J.R. Nelson. Mills comes to WGAR from WGST, Atlanta. Mills formerly did middays at the old WIXY in Cleveland.

**Larry Marshall** is out as MD at KSTT, Davenport. Replacing Marshall as MD is evening air personality **Rick Fields.**

**WRFM,** New York, has been awarded two special mentions in the New York State Associated Press broadcast competition. One award, in the Best Enterprise Reporting category, was for the program on The Weekend Report, titled "Blackout Aftermath," while the other was for a program on the WRFM Report, titled "A False Comparison."

**jeff ray**

## Young People's Radio Festival Is Planned

WASHINGTON, D.C. -- The fourth annual Young People's Radio Festival, an annual event in which young people from the ages of six to 18 are invited to write, direct and produce their own radio programs for broadcast over the National Public Radio system, is being conducted again by the National Public Radio.

The festival is conducted locally by individual NPR member stations and on the national level the event is coordinated by NPR headquarters here.

## Slick Named Host Of Rock Awards Program

NEW YORK — Grace Slick has been named host of the first annual North American Rock Radio Awards Show. Slick's co-host will be Mike Harrison, managing editor of *Radio and Records.*

The program, presented by DIR Broadcasting Corporation, is scheduled to be aired on 258 FM stations November 24.

## Vornado Reverts To Earlier Pact In Fed-Mart Sale

NEW YORK — Vornado Inc., parent firm of the Two Guys discount store chain, has agreed in principle to sell its 22 west coast Two Guys outlets (all of which carry records) to Fed-Mart Inc. This is reversion to the agreement reached last July (**Cash Box**, July 23). A later announced agreement under which Fed-Mart would have been merged into the Vornado operation has now been terminated. The newly-announced transaction, plus the sale of Vornado's 58 Builder's Emporium stores on the west coast to W.R. Grace and Co., will make Vornado strictly an east coast retailer. The company will continue to own 59 Two Guys stores in New York, New Jersey, Pennsylvania, Connecticut, Massachusetts and Maryland. All of these unitgeneral merchandise stores in California and the southwest currently feature LPs.

# CASH BOX FM ALBUM CHART

| TW | WKS | Actv. Reg. | TITLE | ARTIST | LABEL | CB LP Chart Pos. | PRIME CUTS |
|---|---|---|---|---|---|---|---|
| 1 | 4 | N | Aja | Steely Dan | ABC | 12* | Peg, Deacon, Aja, Cow, Josie |
| 2 | 5 | N | Livin' On The Fault Line | Doobie Brothers | WB | 5 | Echoes, Darlin', Chinatown, Title |
| 3 | 5 | N | Simple Dreams | Linda Ronstadt | Elektra | 2 | Pitiful, Tumblin', Carmelita, Bayou |
| 4 | 4 | N | Love You Live | Rolling Stones | Rolling Stones | 8* | Jumpin' Jack, Brown Sugar, Sympathy |
| 5 | 5 | N | Chicago XI | Chicago | Columbia | 6* | Mississippi, Take Me Back, Surprise |
| 6 | 5 | N | French Kiss | Bob Welch | Capitol | 64* | Sentimental, Ebony, Mystery |
| 7 | 5 | N | The Stranger | Billy Joel | Columbia | 70* | Woman, Title, Italian |
| 8 | 5 | N | Rough Mix | Townshend/Lane | MCA | 86* | My Baby Gives It Away, Turning |
| 9 | 5 | N | Magazine | Heart | Mushroom | — | Without You, Title, Heartless |
| 10 | 5 | 1,2 | Beauty On A Back Street | Hall & Oates | RCA | 23 | Why Do Lovers, Bad Habits, Title |
| 11 | 3 | N | Little Criminals | Randy Newman | WB | 84* | Short People, Jolly Coppers, Baltimore |
| 12 | 5 | 1,5 | Karla Bonoff | Karla Bonoff | Columbia | 72* | Someone, Can't Hold, Isn't It |
| 13 | 5 | 3,5 | CSN | Crosby Stills & Nash | Atlantic | 21 | Dark Star, Fair Game, Cathedral |
| 14 | 5 | 3,5 | In City Dreams | Robin Trower | Chrysalis | 30* | Blue Bird, Sweet, Title |
| 15 | 3 | 1,5 | Foreign Affair | Tom Waits | Elektra | 149* | Strangers, Burma Shave, Potters |
| 16 | 5 | 2,3 | The Grand Illusion | Styx | A&M | 42 | Superstars, Castle Walls, Sail |
| 17 | 2 | 1,5 | Show Some Emotion | Joan Armatrading | A&M | 117* | Title, Woncha, Opportunity, Peace |
| 18 | 5 | 3 | Oops! Wrong Planet | Utopia | Bearsville | 87 | Love Is The Answer, Angel |
| 19 | 2 | N | Point Of Know Return | Kansas | Kirshner | 49* | Paradox, Dust, Lightnings, Title |
| 20 | 3 | 2,3 | Broken Heart | The Babys | Chrysalis | 136* | Give Me, Isn't It Time |
| 21 | 4 | 3,5 | Farewell To Kings | Rush | Mercury | 36* | Cinderella, Close To |
| 22 | 5 | 4,5 | Crawler | Crawler | Epic | 88 | Sold On Down, Stone Cold Sober |
| 23 | 2 | 1,3 | Night After Night | Nils Lofgren | A&M | 121* | Take You, Rock 'N' Roll, Beggars |
| 24 | 5 | 3,5 | Rumours | Fleetwood Mac | WB | 1 | Don't Stop, Lovin' Fun, Gold Dust |
| 25 | 1 | 1 | Moonflower | Santana | Columbia | 116* | Black Magic, She's Not There |
| 26 | 5 | 5 | Twilley Don't Mind | Dwight Twilley Band | Arista | 108* | Trying To, Magic, Title |
| 27 | 5 | 1 | The Missing Piece | Gentle Giant | Capitol | 114* | Memories, Betcha, Turning Around |
| 28 | 5 | 2,3 | Lake | Lake | Columbia | 76 | Time Bomb, On The Run |
| 29 | 5 | 1,5 | Bad Reputation | Thin Lizzy | Mercury | 51 | Dancing In The Moon, Title, Soldiers |
| 30 | 3 | 1,5 | Gone To Earth | Barclay J. Harvest | MCA | — | Hymn, Hardheaded, Spirit |
| 31 | 4 | 3,5 | Tom Petty And The Heartbreakers | T. Petty/Heartbrkrs | ABC | 135 | Breakdown, Rock 'N' Roll |
| 32 | 2 | 2,5 | Midnight Band | Charlie Daniels Band | Epic | 138* | Redneck, Heaven |
| 33 | 3 | 1,3 | Let's Get Small | Steve Martin | WB | 35* | Various |
| 34 | 2 | 3,5 | Never Letting Go | Phoebe Snow | Columbia | 113* | Love Makes, Title, Garden |
| 35 | 5 | 2,3 | JT | James Taylor | Columbia | 22 | Your Smiling, Handy Man, Bartenders |
| 36 | 5 | 2,4 | Terence Boylan | Terence Boylan | Asylum | — | Trains, Don't Hang, Shake It |
| 37 | 2 | 5 | Fire In The Wind | John Stewart | RSO | — | Runner, Rock It, Promise, Title |
| 38 | 4 | 3,4 | Enigmatic Ocean | Jean-Luc Ponty | Atlantic | 53 | Translove, Nostalgic |
| 39 | 1 | 1,3 | Brooklyn Dreams | Brooklyn Dreams | Millennium | — | Streetdance, Harmony, Sad Eyes |
| 40 | 2 | 1 | Eddie Money | Eddie Money | Columbia | — | Two Tickets, You've Really Got |
| 41 | 5 | 2,4 | I, Robot | Alan Parsons Project | Arista | 14 | Breakdown, Title, Nucleus |
| 42 | 1 | 2,1 | The Joy | The Joy | Fantasy | 190 | Tomorrow |
| 43 | 2 | 1,3 | Bat Out Of Hell | Meat Loaf | Epic | — | Paradise, All Revved, You Took |
| 44 | 1 | 1,3 | Rain Dances | Camel | Janus | 167* | Metronome, Highways |
| 45 | 5 | 3,4 | Going For The One | Yes | Atlantic | 33 | Title, Parallels, Stories |
| 46 | 5 | 5 | Terrapin Station | Grateful Dead | Arista | 59 | Samson, Estimated, Passenger |
| 47 | 3 | 1 | My Aim Is True | Elvis Costello | Stiff | — | Red Shoes, Allison |
| 48 | 5 | 2,4 | Foghat Live | Foghat | Bearsville | 18 | Slow Ride, I Just, Make Love |
| 49 | 5 | 3 | Luna Sea | Firefall | Atlantic | 47 | Just Remember, Head On Home |
| 50 | 5 | 3,4 | Thunder Island | Jay Ferguson | Asylum | — | Night Shift, Title, Soulin' |

**KEY FOR FM LP CHART 1 - NORTHEAST REGION 2 - SOUTHEAST REGION 3 - MIDWEST REGION 4 - CENTRAL REGION 5 - WESTERN REGION N - NATIONAL AIRPLAY**

**WNEW-FM — NEW YORK — Tom Morrera**
April Wine
Rav C[illegible]
Marina Velez
Michael Walden
Steve Hillage
Lynyrd Skynyrd
Wishbone Ash
Lily Tomlin
Reggie Jackson

**WPLJ-FM — NEW YORK — Glorie Ehrenfeld**
Kansas
Doobie Bros

**WLIR-FM — LONG ISLAND — Denis McNemere**
George Duke
April Wine
Silverado
Lynyrd Skynyrd
Brooklyn Dreams
Graham Parker
Ozark Mt. Daredevils
Brand X
Gato Barbieri
Chuck Mangione

**WBAB-FM — LONG ISLAND — Bernie Bernard**
Brooklyn Dreams
Santana
Starcastle
Grinderswitch
Lynyrd Skynyrd
Splinter
Martha Velez
Metro

**WRNW-FM — WESTCHESTER — Meg Griffin**
David Bowie
Nils Lofgren
Kansas
Ian Doury — Stiff
Paul Simon
Rod Stewart(45)
Lynyrd Skynyrd
Graham Parker

**WJKL-FM — CHICAGO — Wally Leisering**
Brand X
Paul Winter
Starcastle
David Bromberg
Ozard Mt. Daredevils
Lynyrd Skynyrd
Pat Martino — Muse
Cheryl Dilcher
Cal Tjader
George Duke
Rod Steward(45)
Queen(45)
Streetmusic(45)

**WXRT-FM — CHICAGO — Bob Gelms**
Steve Hillage
Graham Parker
Sammy Hagar
Eddie Money
Santana
Camel
Brand X
John Stewart
Jeff Harrington — Centerpiece
Lily Tomlin
Alice Coltrane
Jean Pierre Rampal — Odyssey
Rod Stewart (45)
Queen (45)
Boz Scaggs (45)
David Bowie (45)

**KLOS-FM — LOS ANGELES — Ruth Pinedo**
Kansas — Point of Know Return — Kirshner
Santana — Moonflower — Columbia
Boz Scaggs — Hard Times (45) — Columbia
Carly Simon — Nobody Does It Better (45) — Elektra
Rod Stewart — You're In My Heart (45) — WB

**KMET-FM — LOS ANGELES — Billy Juggs**
Don Harrison Band — Not Far From Free — Mercury
Queen(45) — Elektra
Boz Scaggs — Hard Times (45) — Columbia
Paul Simon — Slip Slidin' Away (45) — Columbia
Santana — Moonflower — Columbia
Sammy Hagar — Musical Chairs — Capitol
Lynyrd Skynyrd — Street Survivors — MCA
Kansas — Point Of Know Return — Kirshner

**KNX-FM — LOS ANGELES — Michael Sheehy**
Rod Stewart — You're In My Heart (45) — WB
Bob Welch — Sentimental Lady (45) — Capitol
Dave Loggins — One Way Ticket — Epic
Silverado — RCA
Starwood — Columbia
John Stewart — Fire In The Wind — RSO
Billy Joel — The Stranger — Columbia

**KWST-FM — LOS ANGELES — Charlie Kendell**
Santana —Moonflower — Columbia
Lynyrd Skynyrd — Street Survivors — MCA
Alpha Band — Spark In The Dark — Arista
David Bowie — Heros — RCA

**WIOQ-FM — PHILADELPHIA — Helen Leicht**
Graham Parker
Santana
Ozark Mt. Daredevils
Starcastle
Jackie DeShannon
Brand X
Nytro
Steve Hillage
Queen (45)
Alphonso Johnson
Brooklyn Dreams
Lynyrd Skynyrd
Blue Oyster Cult

**WABX-FM — DETROIT — Carl Galeane**
Randy Newman — Little Criminals — WB
Talking Heads '77 — Sire
Tom Powers — Big Tree
Lynyrd Skynyrd — Street Survivors — MCA
Brooklyn Dreams — Millennium

# CASH BOX MOST ADDED FM LP'S

| Title | Artist | Label | No. | | FM Stations Adding This Week |
|---|---|---|---|---|---|
| 1 | Street Survivors | Lynyrd Skynyrd | MCA | 27 | KPFT, KADI, KZEW, KZAM, KWST, KZEL, KSHE, WLIR, WAAL, WLVQ, WHFS, WBLM, WGRQ, WSAN, WCOL, WWWW, WBAB, WIOQ, WNEW, WOUR, WINZ, WRNW, KYA, WABX, WYDD, KFWD, KMET. |
| 2 | Moonflower | Santana | Columbia | 14 | KPET, KSAN, KZAM, KWST, KSHE, WBLM, WSAN, WCOL, WBAB, WIOQ, WXRT, WCOZ, KFWD, KMET. |
| 3 | Stick To Me | G. Parker | Mercury | 12 | KSHE, WLIR, WUSB, WAAL, WHFS, WBLM, WIOQ, WXRT, WOUR, WCOZ, WRNW, WYDD. |
| 4 | Citadel | Starcastle | Epic | 11 | KPFT, KADI, KSHE, WJKL, WAAL, WLVQ, WGRQ, WSAN, WBAB, WIOQ, WLAV. |
| 5 | Don't Look Down | Ozark Mt. Dare. | A&M | 10 | KADI, WJKL, KZAM, KZEL, WLIR, WAAL, WHFS, WIOQ, WOUR, WINZ. |
| 6 | Night After Night | Nils Lofgren | A&M | 8 | KPFT, KZEW, WLVQ, WGRQ, WWWW, WINZ, WCOZ, WRNW. |
| 7 | Brooklyn Dreams | Brooklyn Dreams | Millennium | 7 | KSHE, WLIR, WAAL, WBLM, WBAB, WIOQ, WABX. |
| 7 | Heroes | David Bowie | RCA | 7 | KADI, KWST, WLVQ, WSAN, WCOL, WRNW, WYDD. |

**AOR SINGLES**

1. Rod Stewart — You're In My Heart — WB
2. Queen — We Are The Champions — Elektra
3. Aerosmith — Draw The Line — Columbia
4. David Bowie — Heroes — RCA
5. Paul Simon — Slip Slidin' Away — Columbia

Point Blank — Arista
Kansas — Point Of Know Return —Kirshner

**WWWW-FM — DETROIT — Joe Urbiel**
Lynyrd Skynyrd
Mark Farner
Nils Lofgren
Queen(45)
Rod Stewart(45)
Aerosmith(45)

**KSAN-FM — SAN FRANCISCO — Beverly Wilshire**
Santana — Moonflower — Columbia
Nona Hendryx — Epic
Dolly Parton — Here You Come Again — RCA
Point Blank — Second Season — Arista

**KYA-FM — SAN FRANCISCO — Jay Hansen**
Meat Loaf — Bat Out Of Hell — Columbia
Richard Hell — Sire
Lynyrd Skynyrd — Street Survivors — MCA
Cheap Trick — In Color — Epic

**WHFS-FM — WASHINGTON D.C. — Dave Einstein**
Grinderswitch
Lynyrd Skynyrd
Graham Parker
Steve Gibbons
Dave Snakeray
Ozark Mt. Daredevils
Martin Carthy
Blackbyrds
Steve Hillage
Jethro

**WCOZ-FM — BOSTON — Beverly Mire**
Nils Lofgren
Santana
Rod Stewart(45)
The Babys
Graham Parker

**KFWD-FM — DALLAS — Steve Sutton**
Santana
Lynyrd Skynyrd
Camel
Alan Price
Tom Petty

**KZEW-FM — DALLAS —Mike Hedges**
Lynyrd Skynyrd — Street Survivors — MCA
Nils Lofgren — Night After Night — A&M
The Joy — Fantasy
Ray Charles — True To Life — Atlantic

**KADI-FM — ST. LOUIS — Pete Parisi**
Rockets — Loves Transfusion — RCA
David Bowie — Heros — RCA
Lynyrd Skynyrd — Street Survivors — MCA
Ozark Mtn Daredevils — Don't Look Down — Asylum
Starcastle — Citadel — Epic

**KSHE-FM — ST. LOUIS — Ted Habeck**
Starcastle — Citadel — Epic
Lynyrd Skynyrd — Street Survivors — MCA
Santana — Moonflower — Columbia
Camel — Rain Dances — Janus
Sammy Hagar — Musical Chairs — Capitol
Graham Parker — Stick To Me — Mercury
Brooklyn Dreams — Millennium
Queen — Elektra

**WYDD-FM — PITTSBURGH — Steve Downes**
Lynyrd Skynyrd
Graham Parker
Player
Cheryl Dilcher
Joan Armatrading
Charlie Daniels
Leo Sayer
David Bowie

**KPFT-FM — HOUSTON — Colin Kellman**
Santana — Moonflower — Columbia
VSOP — Quintet — Columbia
Bunny Wailer — Protest — Island
Joan Armatrading — Show Some Emotion — A&M
Alphonso Johnson — Spellbound — Epic
Kansas — Point Of Know Return — Kirshner
Wishbone Ash — Front Page News — MCA
The Joy — Fantasy
Cheryl Dilcher — Blue Sailor — Butterfly
Camel — Rain Dances — Janus
Steve Goodman — Say It In Private — Asylum
Gato Barbieri — Ruby, Ruby — A&M
Lynyrd Skynyrd — Street Survivors — MCA
Loggins & Messina — Finale — Columbia
Stonecastle — Citadel — Epic
Doc Severinsen — Brand New Thing — Epic
Lone Star — Firin' On All Six — Columbia
Nils Lofgren — Night After Night — A&M

**KBPI-FM — DENVER — Jean Valdez**
Kansas — Point Of Know Return — Kirshner
The Babys — Broken Heart — Chrysalis
Rod Stewart — You're In My Heart(45) — WB

**KZAM-FM — SEATTLE — Jon Kertzer**
Steve Goodman — Say It In Private — Asylum
Ozark Mtn Daredevils — Don't Look Down — Asylum
Lynyrd Skynyrd — Street Survivors — MCA
Moonlighters — Amherst
Dave Snaker Ray — Redman
Cal Tjader — Guababe — Fantasy
Santana — Moonflower — Columbia
VSOP — Quintet — Columbia
Ralph McTell — Ralph, Albert & Sydney — WB
Joachim Kihn — IMP

**WINZ-FM — MIAMI — Dave Souza**
Gato Barbieri
Ozark Mt. Daredevils
Nils Lofgren
Dave Loggins
Chuck Mangione
Leo Sayer
Lynyrd Skynyrd

**KOME-FM — SAN JOSE — Dana Jang**
Santana — Moonflower — Columbia
David Bowie — Hero — RCA
Lynyrd Skynyrd — Street Survivors — MCA
Graham Parker — Stick To Me — Mercury
New Riders Of The Purple Sage — Marin County Line — MCA
Tom Waits — Foreign Affairs — Elektra
Aerosmith(45) — Columbia
Rod Steward — You're In My Heart(45) — WB
Queen — We Are The Champions(45) — Elektra

**KSJO-FM — SAN JOSE — Paul Wells**
Steve Hillage — Motivation Radio — Atlantic
Metro — Sire
Stranglers — No More Heros — A&M
Nazareth — A&M
Network — Epic
Artful Dodger — Columbia
Graham Parker — Stick to Me — Mercury
Joan Armatrading — Show Some Emotion — A&M
April Wine At The El Mocambo — London
Mark Farner — Atlantic
The Rowans — Atlantic
Lynyrd Skynyrd — Street Survivors — MCA

**KDKB-FM — PHOENIX — Hank Cookenboo**
Camel — Rain Dances — Janus
Automatic Man — Visitors — Island
Joan Armatrading — Show Some Emotion — A&M
Alpha Band — Spark In The Dark — Arista
Santana — Moonflower — Columbia
Chuck Mangione — Feel So Good — A&M
Nils Lofgren — Night After Night — A&M
Emperor — Private Stock

**WCOL-FM — COLUMBUS — Guy Evans**
Lynyrd Skynyrd
Randy Newman
Santana
David Bowie
Queen(45)

**WLVQ-FM — COLUMBUS — Steve Runner**
Lynyrd Skynyrd
David Bowie
Starcastle
Nils Lofgren
Sammy Hagar
Rod Stewart(45)
Queen(45)

**WBLM-FM — PORTLAND — Jose Diaz**
Queen(45)
Rod Stewart(45)
Lynyrd Skynyrd
Brooklyn Dreams
Bill Quateman
Graham Parker
Steve Goodman
Charlie Daniels
Alan Price
Santana

**KNAC-FM — LONG BEACH — Bill Clay**
Lynyrd Skynyrd — Street Survivors — MCA
The Joy — Fantasy
Starcastle — Citadel — Epic
April Wine — Live At The El Mocambo — London
Graham Parker — Stick To Me — Mercury

**KZEL-FM — EUGENE — Stan Garrett**
Lynyrd Skynyrd — Street Survivors — MCA
Smokey — RSO
Ozark Mtn Daredevils — Don't Look Down — Asylum
Steve Goodman — Say it In Private — Asylum
Steve Hillage — Motivation Radio — Atlantic
Mark Farner — Atlantic
George Thorogood — Rounder
Sammy Hagar — Musical Chairs — Capitol
Chuck Mangione — Feels So Good — A&M
David Castle — Parachute

**WOUR-FM — UTICA — Tom Starr**
Ozark Mt. Daredevils
David Bromberg
Graham Parker
Ray Baretto
Lynyrd Skynyrd
Metro
Jackie De Shannon

**WLAV-FM — GRAND RAPIDS — Doc Donovan**
Player
Herb Patterson
Leo Sayer
Starcastle
Tom Powers
Dwight Twilley
Starwood
Metro
Beatles — Love Songs — Capitol

**WGRQ-FM — BUFFALO —John Velchoff**
Styx
Starcastle
Joan Armatrading
Nils Lofgren
Charlie Daniels
Lynyrd Skynyrd

**WSAN-FM — ALLENTOWN — Rick Harvey**
Lynyrd Skynyrd
David Bowie
Santana
Cheryl Dilcher
Joy
Randy Newman
Camel
Eddie Money
Malcolm Tomlinson
Starcastle

**WVSB-FM — STONYBROOK — Jim Leibich**
Graham Parker
Bill Quateman
Silverado
Mark Farner
Gato Barbieri
Teruo Makasmura

**WAAL-FM — BINGHAMTON — Steve Becker**
Starcastle
Sammy Hagar
Moters
Cheryl Dilcher
David Bromberg
Grateful Dead
Lynyrd Skynyrd
Ozark Mt. Daredevils
Brooklyn Dreams
Graham Parker
Ray Charles
Talking Heads
David Bowie(45)
Queen(45)
Rod Stewart(45)

## EXECUTIVES ON THE MOVE

*(continued from page 12)*

tative in Cleveland is Ken Gurovich, who has been with WEA for five years in its sales order department and as a sales representative for the Columbus market. Bean has had six years of street experience with WEA in greater Detroit. Replacing Bean as a sales representative in Detroit is Ron Hewlett, who joins WEA after six years with Capitol Records.

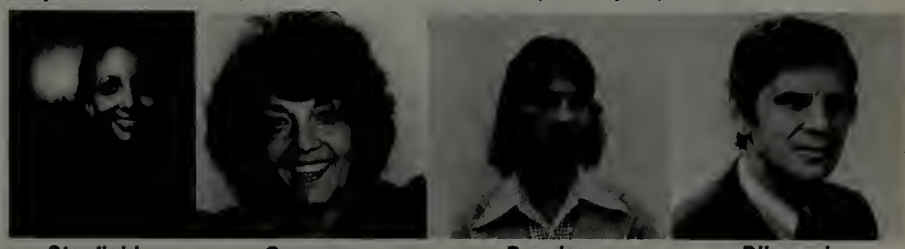
**Stanfield Named At Atlantic** — Sunny Stanfield has been appointed as midwest regional R&B promotion director for Atlantic Records. She comes to Atlantic after 13 months with Whitfield Records in the equivalent position. She started in the music business as an independent promotion rep covering the midwestern area out of Chicago.

**Jones To Motown** — Carroll J. Jones, Sr. has been named Motown Records' new director of purchasing. He comes to Motown from Metro-Goldwyn-Mayer Inc., where he had been purchasing manager for eight years. Before that, he worked four years for Hoffman Electronics in El Monte.

**Kornreich Upped At UA** — United Artists Records has announced the appointment of Bill Kornreich as southern regional promotional manager for the label. Prior to his appointment, he was a local promotion manager for UA in New Orleans, as well as working in various promotional capacities for All South Distributors. He also worked as a recording engineer for Minot Sound Studios in White Plains, N.Y.

**Cassano Promoted At Jobete** — Carol Cassano has been promoted to the position of west coast professional director for Jobete Music Company, Inc., (ASCAP) and Stone Diamond Music Corporation (BMI) and affiliated companies. A four year Jobete veteran, she most recently served as a professional manager for the company. Before joining Jobete, she was involved in personal management for seven years.

**Scivoletti To Mercury** — Phonogram, Inc./Mercury Records has announced the appointment of Susan Scivoletti as publicist/east coast for Phonogram. She will be based in Mercury's New York office, the new home office for the publicity department.



*Stanfield* *Cassano* *Peeples* *D'Imperio*

**Peeples Joins Capitol** — Stephen Peeples has been appointed editorial copywriter, press & artist relations, Capitol Records, Inc. Peeples, whose responsibilities at Capitol will include writing artist biographies and press releases, will assist Randall Davis, manager, press & editorial services, and will report to Bruce E. Garfield, director, press & artist relations.

**Barnes To Ariola** — Terry Barnes has been appointed as executive assistant to the senior vice president, it was announced by Scott Shannon who himself joined the Ariola staff just three weeks ago. Prior to joining Ariola, Barnes was assistant to the executive vice president at Casablanca Records.

*(continued on page 87)*

# POP RADIO PLAYLIST HIGHLIGHTS

Playlist Highlights contain the following information:
**Number One Song,** with last week's position;
**New Numbered Additions;**
**New Hitbounds** (*): records receiving highest frequency of rotation for current product without attaining numbered positions;
**New Part-Time Records** (**): 'LP cut' rotations, day-only and night-only play;
**Prime Movers;** and
**Debuts:** records moving from hitbound or part-time rotations into numbered positions.

**WCUE — AKRON**
3-1 — Debby Boone
*Aerosmith
*Leo Sayer
*Paul Simon
*Bob Welch
14 To 8 — Barry White
19 To 13 — Firefall
25 To 16 — James Taylor
29 To 22 — Dave Mason
30 To 20 — Crystal Gayle
32 To 24 — Lake
35 To 23 — Linda Ronstadt — Blue, Easy
37 To 31 — Carpenters
39 To 33 — Jimmy Buffett
Ex To 36 — Steve Miller
Ex To 37 — Styx
Ex To 38 — LTD
Ex To 39 — Player
Ex To 40 — The Babys

**WANS — ANDERSON**
1-1 — Debby Boone
*Stillwater
*Bob Welch
*Earth, Wind & Fire
*Dolly Parton
*Crawler
*Player
8 To 3 — Paul Davis
9 To 2 — Barry White
18 To 12 — Chicago
19 To 14 — Rose Royce
22 To 15 — Rita Coolidge
23 To 17 — Peter Brown
26 To 21 — Bee Gees
Ex To 25 — LTD
Ex To 26 — The Babys
Ex To 28 — Jacksons
Ex To 29 — England Dan & J.F. Coley

**KRKE — ALBUQUERQUE**
3-1 — Debby Boone
*Bob Welch
*Player
*Barry White
7 To 4 — Crystal Gayle
13 To 8 — Carly Simon
16 To 9 — Paul Nicholas
18 To 13 — Carpenters
21 To 7 — Santana
Ex To 22 — Linda Ronstadt — Blue
Ex To 23 — Steve Miller

**WAEB — ALLENTOWN**
3-1 — Carly Simon
*Linda Ronstadt
*Player
*Supertramp
19 To 14 — Chicago
26 To 19 — Dave Mason
27 To 22 — England Dan & J.F. Coley
Ex To 23 — Fleetwood Mac
Ex To 27 — Dolly Parton

**WISE — ASHVILLE**
6-1 — Debby Boone
*Steve Miller
*Brick
*Bay City Rollers
*Supertramp
*Q
Ex To 27 — Fleetwood Mac
Ex To 28 — Earth, Wind & Fire
Ex To 29 — Seals & Crofts
Ex To 30 — Styx

**WRFC — ATHENS**
2-1 — Debby Boone
*Santana
*Bob Welch
*King Musher Band
9 To 4 — Barry White
14 To 8 — Peter Brown
15 To 10 — Alan O'Day
Ex To 34 — Paul Simon
Ex To 35 — Linda Ronstadt — Easy

**Z-93 — ATLANTA**
1-1 — Debby Boone
23 — Seals & Crofts
*Styx
*England Dan & J.F. Coley
*Bay City Rollers
22 To 16 — Linda Ronstadt — Blue
26 To 19 — Firefall
27 To 17 — Bee Gees
29 To 23 — Player
30 To 24 — Linda Ronstadt — Easy
Ex To 27 — Fleetwood Mac
Ex To 28 — James Taylor
Ex To 29 — Steve Miller
Ex To 30 — High Inergy

**WQXI — ATLANTA**
1-1 — Debby Boone
24 — Player
25 — Fleetwood Mac
27 — James Taylor
28 — Styx
29 — Dolly Parton
30 — High Inergy
*The Babys
*Steve Miller
*Peter Brown
**Billy Joel
**Elvis Presley
**Still Water
**Queen
**Bay City Rollers
**David Soul
13 To 8 — Rita Coolidge
16 To 9 — Linda Ronstadt — Blue
29 To 15 — Judy Collins
30 To 16 — Chicago

**WBBQ — AUGUSTA**
1-1 — Debby Boone
*Steve Miller
*Bay City Rollers
*Judy Collins
*Hi Inergy
*Queen
14 to 9 — Commodores
15 To 10 — Crystal Gayle
17 To 12 — Barry White
18 To 11 — Firefall
20 To 13 — Rita Coolidge
22 To 17 — Carpenters
Ex To 27 — Fleetwood Mac
Ex To 28 — Linda Ronstadt — Blue
Ex To 29 — Little River Band
Ex To 30 — Styx

**WAUG — AUGUSTA**
1-1 — Debby Boone
30 — Styx
*Steve Miller
*Little River Band
*Brick
*Brooklyn Dreams
*Dolly Parton
9 To 4 — Dave Mason
11 To 3 — Meco
14 To 6 — Commodores
12 To 7 — Paul Davis
17 To 10 — Barry White
21 To 9 — Crystal Gayle
22 To 15 — Mother's Finest
30 To 24 — Player
Ex To 25 — The Babys
Ex To 28 — James Taylor
Ex To 29 — Fleetwood Mac

**KERN — BAKERSFIELD**
1-1 — Debby Boone
*Steve Miller
*Player
*Santana
18 To 14 — Chicago
24 To 20 — Rita Coolidge
25 To 21 — Paul Nicholas
Ex To 26 — Linda Ronstadt — Easy
Ex To 29 — Fleetwood Mac
Ex To 30 — The Babys

**KAFY — BAKERSFIELD**
1-1 — Debby Boone
*Bay City Rollers
*Seals & Crofts
*James Taylor
13 To 8 — Little River Band
20 To 11 — Crystal Gayle
24 To 12 — Rita Coolidge
28 To 23 — Player
29 To 16 — Firefall
Ex To 26 — The Babys
Ex To 27 — Fleetwood Mac
Ex To 29 — Judy Collins
Ex To 30 — Steve Miller

**WCAO — BALTIMORE**
1-1 — Debby Boone
*LTD
*Diana Ross
*James Taylor
*Aerosmith
*Queen
11 To 3 — Heatwave
15 To 7 — Bee Gees
16 To 12 — Rita Coolidge
17 To 13 —Chicago
18 To 11 — Dave Mason
Ex To 29 — Fleetwood Mac
Ex To 30 — Steve Miller

**WFBR — BALTIMORE**
1-1 — Debby Boone
*First Choice
*Merle Haggard
*The Babys
*Abba
*Bay City Rollers
**Verde
17 To 10 — Chicago

**WGUY — BANGOR**
1-1 — Debby Boone
*Bob Welch
*Diana Ross
8 To 6 — Carole Bayer Sager
17 To 12 — Fleetwood Mac
22 To 15 — Seals & Crofts
23 To 18 — Rita Coolidge
28 To 24 — Bay City Rollers
Ex To 22 — Judy Collins
Ex To 27 — Styx
Ex To 29 — Paul Simon
Ex To 30 — The Babys

**WHNN — BAY CITY**
3-1 — Debby Boone
*Steve Miller
*Linda Ronstadt — Easy
*Linda Ronstadt — Blue
*Dave Mason
*Little River Band
*The Babys
18 To 12 — Bee Gees
21 To 13 — Rita Coolidge
23 To 14 — Chicago
Ex To 21 — Emotions
Ex To 25 — Firefall
Ex To 29 — Maze
Ex To 30 — Fleetwood Mac

**WERC — BIRMINGHAM**
2-1 — Crystal Gayle
*The Babys
*Jackie DeShannon
*Dolly Parton
8 To 2 — Debby Boone
21 To 16 — Linda Ronstadt — Blue
Ex To 26 — James Taylor

**WKXX — BIRMINGHAM**
4-1 — Debby Boone
*Queen
*LTD
*Sanford Townsend Band
12 To 5 — Bee Gees
13 To 9 — Judy Collins
20 To 14 — Doobie Brothers
21 To 12 — Fleetwood Mac
29 To 20 — Linda Ronstadt — Easy
Ex To 21 — Rod Stewart
Ex To 27 — Steve Miller
Ex To 30 — Jackie DeShannon

**WSGN — BIRMINGHAM**
3-1 — Commodores
*Player
*Jackie DeShannon
*Linda Ronstadt — Easy
10 To 2 — Rita Coolidge
19 To 12 — Barry Manilow
21 To 13 — Chicago
Ex To 25 — Barry White
Ex To 27 — Steve Miller

**KFYR — BISMARK**
1-1 — Debby Boone
*Dolly Parton
*Queen
*Leo Sayer
*Bay City Rollers
*Santana
13 To 9 — Chicago
17 To 12 — The Babys
19 To 14 — Bee Gees
20 To 16 — Barry Manilow
Ex To 18 — Linda Ronstadt — Blue
Ex To 20 — England Dan & J.F. Coley

**WRKO — BOSTON**
1-1 — Debby Boone
*Steve Miller
*Barry White
*Crystal Gayle
20 To 13 — Bee Gees
21 To 14 — Linda Ronstadt — Easy
27 To 21 — Foghat
Ex To 26 — Queen
Ex To 27 — Aerosmith
Ex To 30 — Paul Simon

**WBGN — BOWLING GREEN**
2-1 — Paul Nicholas
*Rod Stewart
*LTD
*Charlie Daniels
*James Taylor
*Peter Brown
*Crosby, Stills & Nash
23 To 19 — Chicago
Ex To 24 — Dorothy Moore
Ex To 25 — Roger Daltrey
Ex To 26 — Atlanta Rhythm Section

**WICC — BRIDGEPORT**
1-1 — Debby Boone
15 — Little River Band
*Queen
*Rod Stewart
*Linda Ronstadt — Blue
*Lee Sayer
*Diana Ross
*Styx
**Dolly Parton
**B.J. Thomas
17 To 13 — Linda Ronstadt — Easy
21 To 15 — Firefall
Ex To 27 — England Dan & J.F. Coley
Ex To 28 — Bob Welch
Ex To 29 — The Babys
Ex To 30 — Steve Miller

**WKBW — BUFFALO**
1-1 — Debby Boone
*Fleetwood Mac
*Steve Miller
*Jackie DeShannon
23 To 17 — Rita Coolidge
28 To 23 — Little River Band
30 To 20 — Bee Gees
Ex To 27 — Judy Collins
Ex To 29 — England Dan & J.F. Coley

**WTMA — CHARLESTON**
1-1 — Debby Boone
*Paul Simon
*Player
*Peter Brown
LTD
9 To 3 — Crystal Gayle
12 To 5 — Commodores
18 To 13 — Judy Collins
22 To 12 — Brick
29 To 18 — Linda Ronstadt — Blue, Easy
Ex To 28 — The Babys

**WAYS — CHARLOTTE**
1-1 — Debby Boone
*Aerosmith
*Paul Simon
*Bob Welch
*Player
13 To 7 — Crystal Gayle
17 To 12 — Donna Summer
Ex To 24 — Steve Miller
Ex To 25 — The Babys

**WFLI — CHATTANOOGA**
2-1 — Meco
22 — Bee Gees
*Chicago
*The Babys
*Seals & Crofts
**Brooklyn Dreams
**Tom Petty
10 To 2 — Debby Boone
18 To 15 — Myron LeFevre
23 To 18 — Carpenters
24 To 19 — Rita Coolidge
Ex To 25 — Fleetwood Mac

**WLS — CHICAGO**
1-1 — Debby Boone
15 — Heatwave
*Alan Parsons
5 To 3 — Carly Simon
10 To 6 — Firefall
11 To 8 — Stephen Bishop
17 To 14 — Donna Summer
34 To 26 — Barry Manilow
45 To 37 — Chicago

**WMET — CHICAGO**
1-1 — Debby Boone
28 — Fleetwood Mac
30 — Paul Nicholas
25 To 21 — Rita Coolidge
28 To 23 — Linda Ronstadt — Easy

**Q-102 — CINCINNATI**
1-1 — Debby Boone
*The Babys
*Bee Gees
20 To 15 — Linda Ronstadt — Easy
27 To 22 — Alan Parsons
Ex To 24 — Chicago

**WSAI — CINCINNATI**
1-1 — Debby Boone
27 — Alan Parsons
28 — Bee Gees
29 — Crystal Gayle
30 — Steve Miller
8 To 2 — Rita Coolidge
13 To 8 — Firefall
15 To 10 — Carly Simon
23 To 15 — Barry Manilow
27 To 19 — Chicago
28 To 22 — Linda Ronstadt — Easy
30 To 24 — Dave Mason

**WGCL — CLEVELAND**
1-1 — Debby Boone
27 — Dave Mason
29 — The Babys
*Helen Reddy
*Aerosmith
*Heatwave
24 To 16 — Little River Band
28 To 18 — Lake
Ex To 28 — Barry Manilow

**WCOL — COLUMBUS**
1-1 — Debby Boone
28 — Judy Collins
29 — Barry Manilow
30 — Fleetwood Mac
19 To 13 — Crystal Gayle
29 To 25 — Bee Gees

**WNCI — COLUMBUS**
1-1 — Debby Boone
19 — Firefall
20 — Rita Coolidge
*Rush
12 To 8 — Alan Parsons
19 To 14 — Linda Ronstadt — Blue

**KLIF — DALLAS**
1-1 — Debby Boone
23 — Bee Gees
29 — Dave Mason
*Barry Manilow
*Fleetwood Mac
11 To 6 — Firefall
16 To 10 — Crystal Gayle
18 To 12 — Rita Coolidge
21 To 17 — Barry White

**KSTT — DAVENPORT**
3-1 — Debby Boone
18 To 5 — Donna Summer
20 To 15 — Bee Gees
22 To 11 — Crystal Gayle
23 To 6 — Commodores
27 To 19 — The Babys
25 To 20 — Leif Garrett
29 To 22 — Foghat
30 To 21 — Barry Manilow
32 To 26 — Steve Miller
33 To 28 — Boz Scaggs
35 To 29 — Bay City Rollers

**WING — DAYTON**
2-1 — Donna Summer
37 — Paul Simon
38 — Abba
39 — Santana
40 — Player
41 — Bob Welch
42 — Crosby, Stills & Nash
43 — Helen Reddy
44 — Bay City Rollers
45 — Dolly Parton
20 To 12 — Dave Mason
22 To 13 — Linda Ronstadt — Blue
23 To 14 — Barry Manilow
24 To 16 — Rita Coolidge
25 To 17 — Jimmy Buffett
26 To 19 — Seals & Crofts
28 To 20 — Foghat
29 To 19 — James Taylor
30 To 23 — Judy Collins
31 To 26 — Styx
33 To 25 — Steve Miller
35 To 24 — Fleetwood Mac
40 To 34 — Boz Scaggs

**WMFJ — DAYTONA BEACH**
5-1 — Debby Boone
*Fleetwood Mac
*Millie Jackson
*Brooklyn Dreams
*Carole King
9 To 5 — Pablo Cruise
17 To 12 — Crystal Gayle
22 To 7 — Bay City Rollers
25 To 20 — Bee Gees
Ex To 27 — Player
Ex To 30 — Barry Manilow
Ex To 33 — C.J. & Co.
Ex To 34 — Sylvers
Ex To 35 — Mac McAnally
Ex To 36 — The Babys

**KTLK — DENVER**
1-1 — Debby Boone
*Linda Ronstadt — Blue
*England Dan & J.F. Coley
*The Babys
*James Taylor
12 To 8 — Rita Coolidge
24 To 17 — Bay City Rollers
Ex To 22 — Fleetwood Mac
Ex To 29 — Crystal Gayle
Ex To 30 — Pablo Cruise

**KIMN — DENVER**
4-1 — Debby Boone
30 — The Babys
*Bee Gees
*Carpenters
*Pablo Cruise
14 To 10 — Rita Coolidge
15 To 11 — Chicago
17 To 12 — Firefall
23 To 18 — Steve Miller
28 To 24 — Dave Mason
Ex To 28 — Linda Ronstadt — Easy

**KXKX — DENVER**
1-1 — Brothers Johnson
20 — Heatwave
16 To 10 — Firefall
17 To 9 — Steve Miller

**KIOA — DES MOINES**
1-1 — Debby Boone
20 — Bee Gees
24 — Dave Mason
25 — The Babys
8 To 5 — Crystal Gayle
24 To 19 — Firefall

**CKLW — DETROIT**
1-1 — Debby Boone
27 — Elvis Presley — My Way
30 — Emotions
*Queen
17 To 11 — Bee Gees
21 To 14 — Dramatics
Ex To 20 — Linda Ronstadt

**WDRQ — DETROIT**
3-1 — Heatwave
33 — James Taylor
34 — Brick
35 — Cat Stevens
*Bee Gees
*Hall & Oates
11 To 6 — Chicago
22 To 15 — Peter Brown
27 To 21 — Tom Powers
32 To 22 — Linda Ronstadt — Easy
35 To 25 — Emotions
Ex To 30 — Hi Inergy

**WDBQ — DUBUQUE**
1-1 — Debby Boone
*Carpenters
*England Dan & J.F. Coley
9 To 3 — Crystal Gayle
20 To 13 — David Soul
24 To 6 — Donna Summer
25 To 16 — Dave Mason
28 To 24 — Bee Gees
Ex To 29 — The Babys
Ex To 30 — Dierdorf & Joseph

**WEBC — DULUTH**
1-1 — Debby Boone
*Steve Miller
*Linda Ronstadt — Blue
*Lee Sayer
11 To 4 — Meco
14 To 5 — Donna Summer
20 To 11 — Shaun Cassidy
21 To 15 — Judy Collins
22 To 16 — Commodores
25 To 19 — Paul Nicholas

**WEAQ — EAU CLAIRE**
1-1 — Debby Boone
29 — Barry Manilow
30 — Boz Scaggs
15 To 11 — Rita Coolidge
19 To 12 — Little River Band
25 To 19 — Crystal Gayle
26 To 14 — Seals & Crofts
29 To 21 — Heatwave
30 To 22 — David Castle

**KINT — EL PASO**
1-1 — Debby Boone
25 — Linda Ronstadt — Easy
29 — Steve Miller
30 — James Taylor
*Styx
12 To 3 — Crystal Gayle
13 To 6 — Rita Coolidge
14 To 7 — Dorothy Moore
26 To 23 — Player

**KQWB — FARGO**
1-1 — Debby Boone
*Fleetwood Mac
*Linda Ronstadt — Blue
*Paul Davis
8 To 3 — Shaun Cassidy
16 To 9 — Paul Nicholas
17 To 10 — Bee Gees
20 To 14 — Donna Summer
24 To 16 — Leif Garrett
Ex To 29 — Judy Collins
Ex To 25 — Barry White
Ex To 26 — The Babys

**WFLB — FAYETTEVILLE**
12-1 — Debby Boone
*B.J. Thomas
*Dolly Parton
*Paul Simon
*The Babys
**George McCrae
**Rod Stewart
10 To 5 — Rita Coolidge
14 To 8 — Dave Mason
16 To 9 — Crystal Gayle
25 To 17 — Bee Gees
27 To 19 — England Dan & J.F. Coley
28 To 22 — Leo Sayer
30 To 25 — James Taylor
34 To 28 — Player
Ex To 32 — Earth, Wind & Fire
Ex To 33 — Linda Ronstadt — Blue
Ex To 34 — Brothers Johnson
Ex To 35 — Little River Band

**KYNO — FRESNO**
1-1 — Debby Boone
29 — Supertramp
*Steve Miller
*Linda Ronstadt — Easy
*Fleetwood Mac
18 To 5 — Pablo Cruise
25 To 14 — Bee Gees
28 To 22 — Kiss
Ex To 27 — Crystal Gayle
Ex To 30 — Boz Scaggs

**Z-96 — GRAND RAPIDS**
1-1 — Meco
No new additions
13 To 6 — Commodores
14 To 4 — Debby Boone
16 To 9 — Carly Simon
21 To 15 — Heatwave
29 To 23 — Paul Nicholas
Ex To 26 — Paul Davis
Ex To 29 — Bee Gees

**WDRC — HARTFORD**
1-1 — Debby Boone
*Aerosmith
*Queen
*Rod Stewart
*Van Morrison
25 To 17 — Commodores
Ex To 28 — Paul Simon
Ex To 29 — Bob Welch
Ex To 30 — Lee Sayer

**WGSV — GUNTERSVILLE**
1-1 — Debby Boone
*L.T.D.
*Starbuck
*Jackie DeShannon
18 To 9 — Crystal Gayle
20 To 13 — Bee Gees
23 To 15 — Chicago
24 To 17 — Player
31 To 23 — The Babys
34 To 27 — Atlanta Rhythm Section
Ex To 29 — Steve Miller
Ex To 30 — Rod Stewart
Ex To 31 — Linda Ronstadt — Blue
Ex To 32 — Bay City Rollers
Ex To 33 — Styx
Ex To 34 — Charlie Daniels

**KRBE — HOUSTON**
1-1 — Debby Boone
27 — Brick
29 — Peter Brown
30 — Bob Welch
14 To 5 — Barry White
15 To 11 — Judy Collins
17 To 9 — Bee Gees
24 To 19 — L.T.D.
26 To 22 — Fleetwood Mac
29 To 16 — Rita Coolidge
30 To 26 — C.J. & Co.

**WNDE — INDIANAPOLIS**
1-1 — Debby Boone
*Barry Manilow
*Pablo Cruise
*Seals & Crofts
11 To 6 — Paul Nicholas
16 To 8 — Firefall
21 To 15 — Crystal Gayle
24 To 18 — Eric Carmen
Ex To 26 — Judy Collins
Ex To 27 — Little River Band
Ex To 30 — Fleetwood Mac

**WJDX — JACKSON**
1-1 — Rita Coolidge
*James Taylor
*First Choice
*Peter Brown
10 To 3 — Crystal Gayle
16 To 7 — Leif Garrett
22 To 16 — LTD
Ex To 24 — Linda Ronstadt — Blue
Ex To 25 — Paul Davis
Ex To 26 — Firefall

**WAPE — JACKSONVILLE**
2-1 — Donna Summer
*Aerosmith
*Steve Miller
*Bay City Rollers
**Robin Trower
9 To 3 — Jimmy Buffett
13 To 7 — Little River Band
16 To 4 — Debby Boone
18 To 13 — Crystal Gayle
20 To 15 — Bee Gees
23 To 17 — Chicago
29 To 24 — Carole Bayer Sager
Ex To 25 — David Soul
Ex To 28 — Abba
Ex To 30 — The Babys
Ex To 32 — Fleetwood Mac

**KBEQ — KANSAS CITY**
1-1 — Debby Boone
29 — James Taylor
30 — Brick
**Kansas
**Steely Dan
**Missouri
10 To 6 — Ronnie Milsap
14 To 10 — Donna Summer
15 To 11 — Merle Haggard
20 To 16 — Chicago
21 To 17 — Judy Collins
25 To 18 — Linda Ronstadt
Ex To 26 — Fleetwood Mac

**WRJZ — KNOXVILLE**
1-1 — Debby Boone
*Lynyrd Skynrd
*England Dan & J.D. Coley
*Leo Sayer
*Fleetwood Mac
*Jackie DeShannon
*Aerosmith
12 To 6 — Paul Davis
17 To 5 — Rita Coolidge
22 To 16 — Linda Ronstadt — Blue
25 To 20 — Dolly Parton
28 To 22 — Little River Band
29 To 23 — Linda Ronstadt — Easy
Ex To 24 — James Taylor
Ex To 25 — Jimmy Buffett
Ex To 26 — Paul Simon
Ex To 27 — Barry Manilow
Ex To 28 — Santana

**WQPD — LAKELAND**
12-1 — Debby Boone
39 — Paul Simon
40 — Gladys Knight
*Elvis Presley — My Way
9 To 2 — Crystal Gayle
20 To 15 — Carpenters
22 To 19 — Linda Ronstadt — Easy
35 To 20 — Boz Scaggs
37 To 33 — Dolly Parton
40 To 35 — The Sylvers
Ex To 38 — Atlanta Rhythm Section

**KENO — LAS VEGAS**
1-1 — Shaun Cassidy
35 — Steve Miller
23 To 15 — Debby Boone
24 To 14 — Chicago

**KAAY — LITTLE ROCK**
2-1 — Heatwave
19 — Paul Nicholas
20 — The Babys
14 To 9 — Firefall
18 To 13 — Bonnie Milsap
19 To 12 — Rita Coolidge

**KRTH — LOS ANGELES**
4-1 — Debby Boone
*Diana Ross
9 To 6 — Linda Ronstadt — Easy, Blue
14 To 8 — Bee Gees
15 To 11 — Chicago
18 To 14 — Crystal Gayle
21 To 17 — Santana

**KHJ — LOS ANGELES**
5-1 — Debby Boone
*Crystal Gayle
*Little River Band
*Hi Inergy
16 To 11 — Steve Miller
17 To 13 — Barry White
25 To 20 — Bee Gees
Ex To 23 — Rita Coolidge
Ex To 29 — Helen Reddy
Ex To 30 — Firefall

**10-Q — LOS ANGELES**
11-1 — Debby Boone
*Fleetwood Mac
*Paul Davis
*Outlaws
*Little River Band
*King Musker
*Starwood
**Ray Charles
8 To 2 — Carly Simon
16 To 7 — Linda Ronstadt — Blue, Easy
20 To 15 — Heatwave
26 To 16 — Crystal Gayle
Ex To 30 — Carpenters

**WAKY — NASHVILLE**
1-1 — Debby Boone
*Linda Ronstadt — Blue
26 To 19 — Seals & Croft

# POP RADIO PLAYLIST HIGHLIGHTS CONT.

29 To 24 — Judy Collins
Ex To 26 — The Babys
Ex To 29 — Kiss

**WKLO — LOUISVILLE**
1-1 — Debby Boone
no new additions

**WISM — MADISON**
1-1 — Debby Boone
29 — Fleetwood Mac
30 — Boz Scaggs
*Barry Manilow
*England Dan & J.F. Coley
*James Taylor
*Elvis Presley — My Way
*Todd Rundgren
*Rush
16 To 13 — Crystal Gayle
23 To 17 — Rita Coolidge
26 To 19 — Firefall
28 To 22 — Chicago
Ex To 26 — Linda Ronstadt — Blue

**KRIB — MASON CITY**
1-1 — Debby Boone
*Steve Miller
*Jimmy Buffett
*Leo Sayer
*Player
*Aerosmith
11 To 6 — Crystal Gayle
13 To 7 — Bee Gees
14 To 8 — Dave Mason
16 To 12 — Chicago
18 To 15 — Rita Coolidge
19 To 11 — Barry Manilow
22 To 17 — England Dan & J.F. Coley
24 To 16 — Linda Ronstadt — Blue
Ex To 22 — Pablo Cruise
Ex To 23 — Fleetwood Mac
Ex To 24 — Styx
Ex To 30 — Judy Collins

**WMPS — MEMPHIS**
2-1 — Carly Simon
29 — LTD
30 — Kendalls
12 To 9 — Linda Ronstadt — Blue
19 To 14 — Crystal Gayle
21 To 16 — Barry Manilow
25 To 22 — Dolly Parton
29 To 23 — England Dan & J.F. Coley

**WHBQ — MEMPHIS**
3-1 — Debby Boone
19 — Rose Royce
20 — Crystal Gayle
*Aalon
*Bee Gees
*The Babys
21 To 14 — Linda Ronstadt — Blue
23 To 16 — Chicago
Ex To 6 — Brick

**Y-100 — MIAMI**
1-1 — Meco
23 — KC & The Sunshine Band
26 To 16 — Player
36 To 11 — Debby Boone

**WQAM — MIAMI**
2-1 — Meco
32 — Crystal Gayle
39 — Bee Gees
40 — Fleetwood Mac
9 To 4 — Johnny Rivers
15 To 10 — Seals & Croft
17 To 5 — Debby Boone
22 To 16 — C.J. & Company

**96-X — MIAMI**
1-1 — Barry White
*England Dan & J.F. Coley
8 To 2 — Peter Brown
12 To 6 — First Choice
16 To 12 — LTD
24 — 16 — Rita Coolidge
25 To 20 — Love & Kisses
Ex To 24 — Crystal Gayle

**WOKY — MILWAUKEE**
1-1 — Debby Boone
24 — Rita Coolidge
*Atlanta Rhythm Section
8 To 4 — Heatwave
12 To 8 — Paul Nicholas
16 To 12 — Crystal Gayle
21 To 9 — Chicago
24 To 19 — Little River Band
26 To 22 — Styx
35 To 30 — Peter Brown
Ex To 33 — Foghat

**WZUU — MILWAUKEE**
7-1 — Donna Summer
20 — Heatwave
21 — Paul Nicholas
*Steve Miller
*James Taylor
**Network
**Santana
**Queen
18 To 9 — Eric Carmen

**KDWB — MINNEAPOLIS**
2-1 — Debby Boone
28 — Steve Miller
29 — James Taylor
30 — The Babys
11 To 7 — Rita Coolidge
12 To 8 — Firefall
20 To 11 — Bee Gees
21 To 10 — Judy Collins
24 To 12 — Bob Welch

**KSTP — MINNEAPOLIS**
2-1 — Debby Boone
*Linda Ronstadt — Blue
8 To 3 — Crystal Gayle
9 To 4 — Rita Coolidge
17 To 11 — Judy Collins
18 To 13 — Bob Welch
19 To 15 — Fleetwood Mac
22 To 17 — Bee Gees
Ex To 21 — Steve Miller

**WHHY — MONTGOMERY**
3-1 — Rita Coolidge
*Randy Newman
*Art Garfunkel
*Styx
*Dolly Parton
17 To 9 — Barry White
18 To 7 — Bee Gees
21 To 17 — Robert Gordon
26 To 19 — Player
27 To 21 — The Babys
Ex To 25 — Judy Collins
Ex To 27 — Steve Miller
Ex To 29 — Linda Ronstadt
Ex To 30 — Crawler

**WLAC — NASHVILLE**
13 — 1 — Debby Boone
40 — Seals & Croft
25 To 20 — Bee Gees
28 To 21 — Jimmy Buffett
27 To 26 — Kendalls
38 To 29 — Dolly Parton
39 To 22 — Firefall

**WMAK — NASHVILLE**
1-1 — Debby Boone
*Dolly Parton
*B.J. Thomas
*Carpenters
*Bay City Rollers
*Gladys Knight & The Pips
17 To 12 — Eric Carmen
22 To 14 — Chicago
25 To 16 — Firefall
27 To 17 — Paul Davis
30 To 24 — Bee Gees
35 To 26 — Brick
Ex To 27 — Fleetwood Mac
Ex To 31 — David Soul
Ex To 40 — Boz Scaggs

**WAVZ — NEW HAVEN**
1-1 — Debby Boone
24 — Fleetwood Mac
25 — Linda Ronstadt — Blue
30 — Barry Manilow
*Bob Welch
*Queen
20 To 13 — Crystal Gayle
22 To 15 — L.T.D.
25 To 19 — Rose Royce
Ex To 23 — Bee Gees
Ex To 26 — The Babys

**WNOE — NEW ORLEANS**
2-1 — Commodores
*Bee Gees
*L.T.D.
*Rod Stewart
*Foghat
*Dwight Twilley
*Steve Miller
16 To 7 — Debby Boone
12 To 8 — Rita Coolidge
24 To 18 — Leif Garrett
25 To 21 — Robert Gordon
27 To 23 — Bay City Rollers
29 To 24 — James Taylor
35 To 26 — Elvis Presley — My Way
36 To 28 — Paul Simon
Ex To 36 — Fleetwood Mac
Ex To 37 — Bob Welch
Ex To 38 — Linda Ronstadt — Easy
Ex To 39 — Santana
Ex To 40 — C.J. & Co.

**WTIX — NEW ORLEANS**
1-1 — Debby Boone
35 — Leo Sayer
*Judy Collins
*The Babys
*Ray Charles
*Linda Ronstadt — Easy
13 To 6 — Rita Coolidge
21 To 15 — C.J. & Co.
22 To 14 — Bob Welch
26 To 19 — Fleetwood Mac
29 To 20 — Barry White
Ex To 24 — Chicago
Ex To 26 — Steve Miller
Ex To 30 — Pablo Cruise
Ex To 34 — Alan Parsons

**WABC — NEW YORK**
2-1 — Debby Boone
13 — Paul Nicholas
29 — Rita Coolidge
5 To 6 — Barry White
21 To 17 — Crystal Gayle

**99X — NEW YORK CITY**
2-1 — Debby Boone
23 — Love & Kisses
33 — Rita Coolidge
34 — Bee Gees
22 To 12 — Linda Ronstadt — Easy
24 To 19 — Chicago
26 To 14 — Rose Royce
32 To 28 — Little River Band

**WGH — NORFOLK**
5-1 — Debby Boone
*Bee Gees
**Linda Ronstadt — Easy
**Steve Miller
17 To 9 — Donna Summer
Ex To 29 — Little River Band

**WKY — OKLAHOMA CITY**
2-1 — Debby Boone
*Steve Miller
*Little River Band
*Barry Manilow
13 To 10 — Crystal Gayle
14 To 9 — Firefall
15 To 11 — Bee Gees
17 To 13 — Rita Coolidge
Ex To 17 — Fleetwood Mac
Ex To 18 — Chicago

**WOW — OMAHA**
1-1 — Debby Boone
23 — Linda Ronstadt — Blue
15 To 5 — Bee Gees
17 To 8 — Paul Nicholas
24 To 16 — Fleetwood Mac
25 To 17 — Barry Manilow
Ex To 15 — Steve Miller

**BJ-105 — ORLANDO**
1-1 — Meco
*The Sylvers
12 To 7 — Debby Boone
19 To 8 — James Taylor
25 To 15 — Crystal Gayle
27 To 19 — Firefall
30 To 22 — Bee Gees
35 To 29 — Helen Reddy
36 To 20 — Leo Sayer
39 To 26 — Donna Summer
40 To 34 — Bob Welch
Ex To 40 — Barry White

**WBSR — PENSACOLA**
1-1 — Debby Boone
*Linda Ronstadt — Easy
*The Babys
*L.T.D.
*Bay City Rollers
*Bob Welch
19 To 13 — Eric Carmen
21 To 14 — Rita Coolidge
24 To 15 — Peter Brown
27 To 21 — Barry Manilow
30 To 24 — Judy Collins
33 To 27 — Chicago
34 To 26 — Barry White
35 To 28 — Bee Gees
37 To 30 — Atlanta Rhythm Section
39 To 32 — James Taylor
Ex To 33 — Fleetwood Mac
Ex To 34 — Paul Simon
Ex To 35 — The Jacksons
Ex To 37 — Player
Ex To 38 — Dolly Parton

**WIRL — PEORIA**
16-1 — Debby Boone
16 To 11 — Crystal Gayle
27 To 20 — Chicago

**WFIL — PHILADELPHIA**
1-1 — Debby Boone
*Linda Ronstadt — Blue
*Barry White
*Diana Ross
*James Taylor
*The Babys
15 To 5 — Crystal Gayle
20 To 12 — Chicago
22 To 17 — Barry Manilow
25 To 16 — Rita Coolidge
24 To 15 — Ronnie Milsap
Ex To 21 — Donna Summers

**WIFI — PHILADELPHIA**
1-1 — Debby Boone
*Crystal Gayle
15 To 10 — Stephen Bishop
16 To 11 — Alan Parsons
20 To 15 — Little River Band
22 To 12 — Firefall
25 To 19 — Rita Coolidge
29 To 22 — Linda Ronstadt — Easy
Ex To 26 — Steve Miller
Ex To 28 — Bob Welch
Ex To 29 — Aerosmith
Ex To 30 — The Babys

**WPEZ — PITTSBURGH**
5-1 — Debby Boone
30 — Bee Gees
*Steve Miller
*Styx
*Leo Sayer
*James Taylor
*Santana
*Fleetwood Mac
14 To 5 — Crystal Gayle
15 To 4 — Linda Ronstadt — Blue
19 To 11 — Eric Carmen
23 To 18 — Foghat
Ex To 31 — Barry Manilow
Ex To 33 — Jimmy Buffett
Ex To 34 — Aerosmith
Ex To 35 — Peter Brown

**13Q — PITTSBURGH**
1-1 — Debby Boone
26 — Rod Stewart
28 — Leo Sayer
30 — Dave Mason
*Bob Welch
*Queen
20 To 14 — Ronnie Milsap
23 To 17 — Crystal Gayle
30 To 22 — Player
Ex To 27 — Foghat
Ex To 29 — Aerosmith

**KGW — PORTLAND**
3-1 — Johnny Rivers
*Santana
*Bay City Rollers
9 To 5 — Foreigner
15 To 10 — Chicago
17 To 13 — Crystal Gayle
22 To 16 — Carpenters
24 To 19 — Fleetwood Mac
27 To 23 — Barry Manilow
Ex To 27 — Steve Miller
Ex To 28 — Little River Band
Ex To 30 — Dave Mason

**KPAM — PORTLAND**
2-1 — Donna Summer
*Bay City Rollers
*James Taylor
*P.P. Arnie
10 To 5 — Commodores
12 To 8 — Rita Coolidge
16 To 11 — Chicago
18 To 13 — Bee Gees
22 To 16 — Linda Ronstadt — Blue
24 To 17 — The Babys
25 To 20 — Barry Manilow
29 To 24 — Fleetwood Mac
Ex To 26 — England Dan & J.F. Coley
Ex To 29 — Santana
Ex To 30 — Steve Miller

**WPRO-FM — PROVIDENCE**
1-1 — Debby Boone
*The Babys
*Linda Ronstadt — Easy
13 To 5 — Commodores
26 To 16 — Rita Coolidge
28 To 21 — Bay City Rollers
29 To 13 — Judy Collins
Ex To 29 — Steve Miller
Ex To 30 — Aerosmith

**WKIX — RALEIGH**
1-1 — Debby Boone
*Player
*Jackie DeShannon
*Paul Davis
9 To 4 — Crystal Gayle
17 To 12 — Leif Garrett
23 To 15 — Dave Mason
27 To 18 — Linda Ronstadt — Blue
Ex To 26 — Barry White
Ex To 27 — Linda Ronstadt — Easy
Ex To 30 — Bob Welch

**KKLS — RAPID CITY**
4-1 — Eric Carmen
*Boz Scaggs
*Rob Welch
*Steve Miller
15 To 9 — Crystal Gayle
18 To 13 — Debby Boone
21 To 17 — Chicago
Ex To 27 — Fleetwood Mac
Ex To 28 — Linda Ronstadt — Easy

**WLEE — RICHMOND**
4-1 — Debby Boone
*The Babys
**Barry White
**Brick
24 To 19 — Chicago
29 To 20 — Linda Ronstadt — Easy
Ex To 27 — Player

**Q-94 — RICHMOND**
9-1 — Leif Garrett
*L.T.D.
*Player
*Foghat
9 To 1 — Leif Garrett
12 To 2 — Debby Boone
27 To 21 — Linda Ronstadt — Easy
Ex To 26 — Linda Ronstadt — Blue
Ex To 28 — Steve Miller
Ex To 30 — Barry White

**WBBF — ROCHESTER**
1-1 — Debby Boone
*Rita Coolidge
*Bee Gees
*Linda Ronstadt — Easy
*James Taylor
Ex To 29 — Van Morrison
Ex To 30 — The Babys

**WJON — ST. CLOUD**
1-1 — Debby Boone
*Fleetwood Mac
*Seals & Crofts
*James Taylor
*Judy Collins
*Crosby, Stills, & Nash
15 To 10 — Linda Ronstadt — Blue
21 To 13 — Rita Coolidge

**KNDE — SACRAMENTO**
1-1 — Debby Boone
*The Sylvers
*Barry Manilow
13 To 6 — Paul Nicholas
19 To 10 — Johnny Rivers
15 To 11 — Eric Carmen
26 To 14 — Bee Gees
26 To 22 — The Babys
29 To 18 — Seals & Crofts
30 To 24 — Leif Garrett
Ex To 29 — Rose Royce
Ex To 30 — Doobie Brothers

**KROY — SACRAMENTO**
1-1 — Debby Boone
27 — Paul Nicholas
29 — Barry Manilow
30 — Little River Band
*Boz Scaggs
*Firefall
*Bay City Rollers
8 To 4 — Donna Summer
15 To 11 — Johnny Rivers
20 To 12 — Crystal Gayle
29 To 22 — Santana
30 To 23 — Dave Mason
Ex To 28 — Rita Coolidge

**WJON — ST. CLOUD**
1-1 — Debby Boone
*Fleetwood Mac
*Seals & Crofts
*James Taylor
*Judy Collins
*Crosby, Stills & Nash
15 To 10 — Linda Ronstadt — Blue
21 To 13 — Rita Coolidge

**KSLQ — ST. LOUIS**
1-1 — Debby Boone
33 — Fleetwood Mac
35 — Brick
*England Dan & J.F. Coley
*Jean Michael Jarre
*Helen Reddy
*Randy Newman
10 To 3 — Barry White
17 To 10 — Styx
21 To 11 — Chicago
22 To 12 — Crystal Gayle
35 To 25 — Linda Ronstadt
Ex To 23 — L.T.D.
Ex To 24 — James Taylor

**KXOK — ST. LOUIS**
1-1 — Debby Boone
37 — Seals & Crofts
39 — Steve Miller
40 — Santana
16 To 12 — Chicago
21 To 15 — Judy Collins
22 To 14 — Barry White
25 To 20 — Bee Gees
31 To 25 — Bob Welch
36 To 31 — James Taylor

**KCPX — SALT LAKE CITY**
1-1 — Debby Boone
*Shaun Cassidy
**Elvis Presley — My Way
9 To 5 — Pablo Cruise
14 To 9 — Dave Mason
16 To 10 — Bee Gees
Ex To 28 — Dolly Parton
Ex To 30 — Barry White

**KRSP — SALT LAKE CITY**
1-1 — Debby Boone
*Dolly Parton
*England Dan & J.F. Coley
*Shaun Cassidy
8 To 4 — Barry Manilow
16 To 5 — Rita Coolidge
16 To 12 — Crystal Gayle
30 To 25 — Steve Miller
Ex To 27 — Linda Ronstadt — Blue
Ex To 29 — Paul Nicholas
Ex To 30 — Bee Gees

**KSLY — SAN LUIS OBISBO**
5-1 — Debby Boone
*Jackie DeShannon
*Terrance Boylan
*Paul Davis
15 To 11 — Eric Carmen
17 To 12 — Chicago
18 To 13 — England Dan & J.F. Coley
20 To 16 — Dean Friedman
23 To 17 — Player
24 To 20 — The Babys
25 To 19 — Santana
26 To 21 — Crosby, Stills & Nash
28 To 15 — Linda Ronstadt
29 To 22 — Crystal Gayle
30 To 24 — Bee Gees
31 To 26 — Judy Collins
32 To 23 — Dolly Parton
33 To 27 — Barry Manilow
Ex To 28 — Steve Miller
Ex To 29 — Paul Simon
Ex To 30 — Boz Scaggs
Ex To 31 — Fleetwood Mac
Ex To 32 — Paul Nicholas
Ex To 33 — Leo Sayer

**WSGA — SAVANNAH**
1-1 — Debby Boone
28 — Elvis Presley — My Way
25 — L.T.D.
30 — Judy Collins
6 To 2 — Brick
18 To 13 — James Taylor

**KYA — SAN FRANCISCO**
1-1 — Debby Boone
27 — The Babys
*Steve Miller
*James Taylor
*Fleetwood Mac
19 To 11 — Paul Nicholas
21 To 10 — Linda Ronstadt — Blue
22 To 12 — Crystal Gayle
23 To 15 — Barry White
24 To 18 — Santana
27 To 23 — Dave Mason
Ex To 20 — Rita Coolidge
Ex To 22 — Bee Gees
Ex To 24 — Jacksons

**KING — SEATTLE**
1-1 — Meco
*Little River Band
*Carpenters
6 To 2 — Carly Simon
10 To 6 — Crystal Gayle
17 To 11 — Chicago
19 To 12 — Bee Gees
23 To 16 — Firefall
24 To 14 — Rita Coolidge
Ex To 24 — Barry Manilow

**KJR — SEATTLE**
1-1 — Shaun Cassidy
*Firefall
*Steve Miller
**Rod Stewart
**Andy Gibb
**Santana
10 To 6 — Crystal Gayle
15 To 10 — Heatwave
16 To 9 — Rita Coolidge
17 To 13 — Eric Carmen
20 To 16 — Donna Summer
22 To 18 — Bee Gees
Ex To 23 — Player
Ex To 24 — Paul Simon
Ex To 25 — Linda Ronstadt — Blue

**KEEL — SHREVEPORT**
2-1 — Donna Summer
32 — Millie Jackson
33 — Fleetwood Mac
34 — Bay City Rollers
35 — David Soul
**Crosby, Stills & Nash
**Queen
**KC & Sunshine Band
19 To 14 — Linda Ronstadt — Blue
20 To 16 — Alan O'Day
21 To 17 — Judy Collins
22 To 18 — Chicago
25 To 19 — Helen Reddy
24 To 15 — Crystal Gayle
66 To 20 — LeBlanc & Carr
27 To 23 — Spinners
28 To 21 — Commodores
30 To 24 — Rita Coolidge
33 To 25 — Kenny Nolan
34 To 30 — The Jacksons
35 To 29 — Barry Manilow
36 To 31 — Linda Ronstadt — Easy

**WORD — SPARTANBURG**
1-1 — Debby Boone
*Tavares
*Boz Scaggs
*The Sylvers
*B.J. Thomas
*Starbuck
*Carole Bayer Sager
26 To 17 — James Taylor
27 To 21 — Doobie Brothers
Ex To 12 — Dolly Parton
Ex To 25 — Rod Stewart

**KJRB — SPOKANE**
2-1 — Debby Boone
*Dave Mason
*Little River Band
**Andy Gibb
**Santana
**Rod Stewart
**Steely Dan
**Steve Martin
23 To 19 — Linda Ronstadt — Blue
Ex To 25 — Paul Simon
Ex To 26 — The Babys
Ex To 27 — Steve Miller

**KREM — SPOKANE**
16-1 — Rita Coolidge
*Bay City Rollers
*Andy Gibb
17 To 8 — Bee Gees
19 To 7 — Commodores
20 To 3 — Crystal Gayle
23 To 19 — Firefall
Ex To 19 — Fleetwood Mac
Ex To 26 — Steve Miller
Ex To 27 — Little River Band
Ex To 32 — Paul Simon

**WSPT — STEVENS POINT**
1-1 — Paul Nicholas
*Steve Miller
*Seals & Crofts
*Stillwater
14 To 6 — Styx
16 To 9 — Rita Coolidge
19 To 14 — Judy Collins
26 To 21 — The Babys
Ex To 22 — Linda Ronstadt — Blue
Ex To 27 — Crawler
Ex To 25 — Crosby, Stills & Nash
Ex To 30 — Jean Michael Jarre

**KTAC — TACOMA**
1-1 — Debby Boone
*Barry Manilow
*James Taylor
*Styx
Ex To 26 — Dave Mason
Ex To 27 — Firefall

**WTRY — TROY**
1-1 — Debby Boone
*Player
*Steve Miller
*Queen
*Aerosmith
9 To 4 — Rita Coolidge
26 To 21 — Firefall
27 To 22 — Barry White
Ex To 25 — Fleetwood Mac
Ex To 29 — Dave Mason
Ex To 30 — Pablo Cruise

**KAKC — TULSA**
1-1 — Paul Simon
37 — Linda Ronstadt — Blue
*Pablo Cruise
*Leo Sayer
*Crosby, Stills, & Nash
8 To 4 — Crystal Gayle
9 To 2 — Debby Boone
20 To 14 — Dorothy Moore
23 To 15 — Judy Collins
24 To 18 — Eric Carmen
32 To 20 — Bee Gees
34 To 28 — Rita Coolidge
39 To 29 — Barry Manilow
Ex To 36 — James Taylor
Ex To 39 — Fleetwood Mac
Ex To 40 — Dolly Parton

**KELI — TULSA**
3-1 — Shaun Cassidy
*Fleetwood Mac
*Steve Miller
*Crosby, Stills & Nash
*Dolly Parton
5-2 — Paul Nicholas
15 To 10 — Firefall
16 To 11 — Eric Carmen
17 To 12 — Little River Band
24 To 18 — Barry White
25 To 20 — Judy Collins
26 To 19 — Linda Ronstadt — Blue
27 To 22 — Chicago
28 To 21 — Dave Mason
29 To 24 — Jimmy Buffett
30 To 23 — Barry Manilow
Ex To 27 — David Soul
Ex To 28 — Carpenters
Ex To 29 — Bay City Rollers
Ex To 30 — Pablo Cruise

**WTLB — UTICA**
1-1 — Debby Boone
*Queen
*England Dan & J.F. Coley
*Player
*Styx
18 To 13 — Peter Brown
19 To 14 — Barry White
23 To 18 — Chicago
24 To 19 — Bee Gees
26 To 21 — Barry Manilow
28 To 22 — Crystal Gayle
Ex To 25 — Judy Collins
Ex To 27 — The Babys
Ex To 28 — James Taylor
Ex To 30 — Leo Sayer

**98-Q — VIDALIA**
10-1 — Debby Boone
*Kendalls
*Jackie DeShannon
*Bay City Rollers
*L.T.D.
*Stillwater
**Outlaws
**Jeff Lynne
**Judy Collins
24 To 20 — David Castle
27 To 18 — Alan O'Day
35 To 28 — Bee Gees
Ex To 35 — James Taylor
Ex To 34 — Peter Brown
Ex To 35 — Linda Ronstadt — Easy

**WPGC — WASHINGTON**
1-1 — Debby Boone
*Brick
*Steve Miller
*James Taylor
9 To 4 — Peter Brown
15 To 11 — Linda Ronstadt — Blue
19 To 13 — Bee Gees
23 To 18 — Rita Coolidge
23 To 23 — Fleetwood Mac
Ex To 28 — Queen
Ex To 29 — Player
Ex To 30 — Aerosmith

**WKWK — WHEELING**
1-1 — Meco
*Steve Miller
*Leo Sayer
*Aerosmith
11 To 4 — Firefall
18 To 9 — Rita Coolidge
22 To 17 — Chicago
23 To 14 — Fleetwood Mac
26 To 19 — Dave Mason
27 To 22 — The Babys
Ex To 26 — Barry Manilow
Ex To 29 — Player
Ex To 29 — Little River Band
Ex To 30 — Linda Ronstadt — Blue

**KLEO — WITCHITA**
1-1 — Debby Boone
25 — Chicago
15 To 10 — Judy Collins
30 To 20 — Dave Mason

**WAIR — WINSTON/SALEM**
3-1 — Commodores
*High Inergy
*Queen
*Merle Haggard
*Kendalls
21 To 13 — Chicago
23 To 18 — Carpenters
26 To 21 — Judy Collins
28 To 19 — Barry White
29 To 24 — Leo Sayer
31 To 25 — Bay City Rollers
32 To 26 — The Babys
Ex To 28 — Fleetwood Mac
Ex To 30 — Steve Miller
Ex To 32 — Paul Simon
Ex To 33 — Seals & Crofts
Ex To 36 — Brick
Ex To 37 — Linda Ronstadt — Easy

# THE SINGLES BULLETS

**#1 DEBBY BOONE** — This remarkable record continues to grow even stronger. #1 airplay at 60 **CB** reporting stations including WABC, 99X, WLS, WMET, KHJ, 10Q, WRKO, KFRC, KYA, WFIL, WIFI, WPGC, CKLW, WQXI, Z93, KSLQ, KXOK, KLIF, KILT, KRBE, WGCL, 13Q, WPEZ, KDWB, KSTP, Q102, WSAI, KTLK, KIMN, WCAO, WKBW, WMAK, WLAC, WOKY, WHBQ, B100, WNCI, WCOL, WTIX, KTAC, WPRO-FM, WNDE, KBEQ, WKY, WBBF, KCPX, WDRC, WAKY, WKLO, KNDE, WOW, KJRB, WLEE, WAYS, KLEO, KIOA, WISM, WBBQ, KERN, WSGA. #1 Sales at Wherehouse, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Tower/L.A./S.F./Sac., Atla/Phoenix, Sam Goody, King Karol, Aravox/N.Y., El Roy/Long Island, Norman Cooper, Richman Bros./Phila., Harmony House/N.J., Schwartz Bros., Waxie Maxie/D.C., N.E. Music City/Boston, Galgano, Sounds Unltd/Chicago, Stark/Cleve., Harmony House/Detroit, P.B. One Stop/St. Louis, Radio Doctors/Milw., J.L. Marsh/Minn., Father's & Sun's/Indianapolis, Handleman/Atl., Sound Warehouse/Dallas, Cactus/Houston, Bromo/Okla.

**#4 HEATWAVE** — Receiving top 5 airplay at WDRQ-1, WPGC-2, WPEZ-2, KYA-2, KCPX-2, KIOA-2, KFRC-3, WRKO-3, CKLW-3, KILT-3, WCAO-3, B100-3, WQAM-3, WLAC-3, WMAK-3, WBBQ-3, 13Q-3, WPRO-FM-3, WABC-4, WIFI-4, KSLQ-4, KXOK-4, WOKY-4, 99X-4, KBEQ-4, WKY-4, WSGA-4, WTIX-5, WKBW-5, KLIF-5. Top 5 sales at Wherehouse, Music Plus/L.A., Tower/S.F./Sac., King Karol/N.Y., El Roy/Long Island, Norman Cooper, Richman Bros./Phila., Waxie Maxie/D.C., N.E. Music City/Boston, Stark/Cleve., Record Dept. Merch/Memphis, Cactus/Houston, Sieberts/Little Rock. Top 10 sales at City One Stop, Licorice Pizza/L.A., All Records/Oakland, Alta/Phoenix, Sam Goody, Aravox/N.Y., Radio Doctors/Milw., Southern/Miami, Sound Warehouse/Dallas, Bromo/Okla.

**#6 DONNA SUMMER** — Receiving top 5 rotation at WZUU-1, KPAM-1, KEEL-1, WAPE-1, WING-1, KILT-2, WOKY-2, WPRO-FM-2, WAKY-2, KHJ-3, KLIF-3, WTIX-3, KCBQ-3, WNDE-3, WNCI-3, KLEO-3, WSGN-3, WBBQ-3, WSGA-3, WRKO-4, KRBE-4, KFRC-5, 10Q-5, WNOE-5, WLAC-5, WCOL-5, B100-5, WKLO-5. Top 5 sales at City One Stop, Licorice Pizza, Music Plus/L.A., Tower/Sac., King Karol/N.Y., Stark/Cleve., Sound Warehouse/Dallas, Bromo/Okla. Top 10 sales at Wherehouse/L.A., Tower/S.F., Music St./Seattle, Alta/Phoenix, N.E. Music City/Boston, J.L. Marsh/Minn., Father's & Sun's/Indianapolis, Handleman/Atl.

**#7 COMMODORES** — Receiving top 5 airplay at KCBQ-1, WSGN-1, WMAK-2, WCOL-2, KNDE-2, WAYS-2, WLEE-2, Q94-3, WAKY-3, KHJ-4, WLAC-4, KERN-4, BJ105-4, WIFI-5, KYA-5, WHBQ-5, KJR-5, KPAM-5, WPRO-FM-5. #1 sales at Record Dept. Merch/Memphis. Top 5 sales at City One Stop, Wherehouse, Licorice Pizza/L.A., All Records/Oakland, Tower/S.F., Music St./Seattle, Alta/Phoenix, Richman Bros./Phila., Waxie Maxie/D.C., Father's & Sun's/Indianapolis, Cactus/Houston. Top 10 Sales at Music Plus/L.A., Tower/Sac., Worldwide/Seattle, King Karol/N.Y., Stark/Cleve., Radio Doctors/Milw.

**#9 CRYSTAL GAYLE** — Added this week at KHJ, WRKO, WIFI, WQAM, WHBQ, WSAI. #4 most active record this week with 28 jumps including WABC 21-17, 10Q 26-16, KEEL 24-15, KFRC 25-14, KYA 22-12, KSLQ 22-12, WOKY 16-12, KLIF 16-10, WKY 13-10, WFIL 15-8, WAYS 13-7, WQXI 12-7, KJR 10-6, KING 10-6, WPEZ 14-5, KIOA 8-5, KAKC 8-4, KSTP 8-3. Top 5 airplay at WHHY-2, Z93-3, WOW-3, KERN-3, KDWB-4, WKBW-4, KPAM-4, WCAO-5, KBEQ-5, KLEO-5, WSGN-5. #1 sales at Worldwide/Seattle. Top 10 sales at Tower/S.F./Sac./L.A., Music St/Seattle, Waxie Maxie, Schwartz Bros./D.C., P.B. One Stop/St. Louis, J.L. Marsh/Minn., Sound Warehouse/Dallas, Sieberts/Little Rock.

**#12 PAUL NICHOLAS** — Added this week at WABC, WMET, WZUU, KCBQ. Jumps this week include KFRC ex-29, WOKY 12-8, KYA 19-11, WPEZ 22-16, KNDE 10-6, WNDE 11-6, WOW 17-8. Receiving top 5 airplay at KLEO-2, KJRB-5, KEEL-4, WSGN-4, KPAM-2, KJR-4, WISM-3, BJ105-2, WLEE-3. Top 10 sales at Alta/Phoenix, Tower/L.A., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., N.E. Music City/Boston, Harmony House/N.J., Radio Doctors/Milw., Bromo/Okla. Top 15 sales at Licorice Pizza, Wherehouse/L.A., Tower/S.F./Sac., Worldwide, Music Street/Seattle, Aravox/N.Y., P.B. One Stop/St. Louis, J.L. Marsh/Minn., Sieberts/Little Rock.

**#13 FIREFALL** — Added this week at KFRC, KCBQ, KJR, WNCI. Jumps this week include KLIF 11-6, WLS 10-6, KDWB 12-8, WKY 14-9, WBBQ 18-11, KING 23-16, WSAI 13-8, WIFI 22-12, KXKX 16-10, KIMN 17-12, WNDE 16-8, WMAK 25-16. Top 10 sales at Waxie Maxie, Schwartz Bros./D.C., Sounds Unltd., Galgano/Chicago. Top 20 sales at Music Plus/L.A., King Karol/N.Y., N.E. Music City/Boston, Stark/Cleve., Radio Doctors/Milw., P. B. One Stop/St. Louis, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Poplar/Memphis, Siebert's/Little Rock.

**#14 BARRY WHITE** — Added this week at WRKO, WFIL, WLEE. Jumps this week include WABC 8-6, KILT 14-6, KHJ 17-13, KLIF 21-17, KSLQ 10-3, WBBQ 17-12, KXOK 22-14, KYA 23-13, KRBE 14-5, WHHY 17-9, WNCI 20-13. Receiving top 5 airplay at 96X-1, WHBQ-3, KSLQ-3, KEEL-3, 13Q-5, CKLW-5, KRBE-5, WPGL-5. Top 5 sales at All Records/Oakland, Music St./Seattle, Poplar/Memphis, Cactus/Houston, Handleman/Atlanta, Record Dept. Merch./Memphis. Top 10 sales at Tower/L.A., Sam Goody, Aravox, King Karol/N.Y., El Roy/Long Island, Richman Bros./Phila., Waxie Maxie/D.C., P. B. One Stop/St. Louis, Father's & Sun's/Indianapolis, Southern/Miami, Sound Warehouse/Dallas.

**#16 CHICAGO** — #2 most active record this week with 29 jumps including WFIL 20-12, KILT 24-17, WQXI 27-19, WOKY 21-9, WDRQ 11-6, KGW 15-10, KSLQ 21-11, KXOK 16-12, WSGN 21-13, WCAO 17-13, KING 17-11, 99X 24-19, WMAK 22-14, KIMN 15-11. Top 10 sales at Schwartz Bros./D.C., P. B. One Stop/St. Louis, Father's & Sun's/Indianapolis. Top 20 sales at City One Stop, Licorice Pizza/L.A., All Records/Oakland, Tower/S.F., Music St./Seattle, King Karol, Aravox/N.Y., El Roy/Long Island, Norman Cooper/Richman Bros./Phila., Waxie Maxie/D.C., Harmony House/N.J., Stark/Cleve., Radio Doctors/Milw., J.L. Marsh/Minn., Poplar/Memphis.

**#18 RITA COOLIDGE** — Added this week at WABC, KFRC, WOKY, 99X, WBBF, WNCI. #1 most active record this week with 34 jumps including WSGN 10-2, WSAI 8-2, WPEZ 15-4, KSTP 9-4, WTIX 13-6, KDWB 11-7, KTLK 12-8, KLIF 18-12, WCAO 16-12, WBBQ 20-13, WFIL 23-16, WPGC 23-18, KILT 31-20, WMET 25-21, KHJ ex-23. Receiving top 5 airplay at WHHY-1, WSAI-2, WSGN-2, WAPE-3, KSTP-4, WAYS-4, WOW-4, WLEE-4, KXKX-5. Top 20 sales at Tower, Wherehouse/L.A., Tower/S.F., Worldwide/Seattle, Alta/Phoenix, Sam Goody, King Karol, Aravox/N.Y., Norman Cooper, Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., N.E. Music City/Boston, Sounds Unltd., Galgano/Chicago, Stark/Cleve., Radio Doctors/Milw., Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Harmony House/Detroit, Poplar/Memphis, Handleman/Atlanta, Bromo/Okla.

**#19 LITTLE RIVER BAND** — Added this week at KHJ, 10Q, WKY, KING, KCBQ, KJRB. Jumps this week include WAPE 13-7, WIFI 20-15, WGCL 24-16, WOKY 24-19, WKBW 28-23, 99X 32-28, KGW ex-28, WBBQ ex-29. Good sales at Sam Goody, King Karol, Aravox/N.Y., El Roy/Long Island, Norman Cooper/Phila., N.E. Music City/Boston, Sounds Unltd., Galgano/Chicago, Radio Doctors/Milw., Father's & Sun's/Indianapolis.

**#21 DAVE MASON** — Added this week at KLIF, WGCL, 13Q, KJRB, KIOA. Jumps this week include B100 14-8, KCPX 14-9, WCAO 18-11, WING 20-12, KLEO 30-20, KYA 27-23, WSAI 30-24, KIMN 28-24, KILT 34-28, KGW ex-30. Receiving top 5 airplay at KSLQ-2, WQXI-5, Z93-5. Top 20 sales at Wherehouse/L.A., All Records/Oakland, Tower/S.F., Music St./Seattle, Waxie Maxie, Schwartz Bros./D.C., N.E. Music City/Boston, Radio Doctors/Milw., P.B. One Stop/St. Louis, Father's & Sun's/Indianapolis, Handleman/Atlanta, Sound Warehouse/Dallas.

**#22 BEE GEES** — This week's #5 most added record with 12 adds including KLIF, WHBQ, KIMN, WSAI, Q102, KIOA, WNOE, WDRQ, WPEZ, WQAM, 99X, WBBF. #3 most active this week with 28 jumps including WOW 15-5, WHHY 15-7, WCAO 15-7, KRBE 17-9, KCPX 16-10, KDWB 20-11, CKLW 17-11, WKY 15-11, KING 19-12, WRKO 20-13, WPGC 19-13, KNDE 28-14, KSTP 22-17, Z93 27-17, KHJ 25-20, WKBW 30-20, WLAC 25-20, KXOK 25-20, KYA ex-22, WCOL 29-25. Top 15 sales at Music Plus, Tower/L.A., Tower/S.F., Worldwide, Music St./Seattle, Waxie Maxie, Schwartz Bros./D.C., Harmony House/N.J., Father's & Sun's/Indianapolis, Cactus/Houston.

**#23 LINDA RONSTADT** — Added this week at WFIL, KTLK, KSTP, WAKY, KAKC, WOW, B100. Jumps this week include 10Q 16-7, WQXI 16-9, WMPS 12-9, KYA 21-10, WING 22-13, WHBQ 21-14, KEEL 19-14, Z93 22-16, WDRQ 32-22, CKLW ex-20, KSLQ 35-25, Q94 ex-26, KFRC ex-27, WBBQ ex-28. Top 20 sales at City One Stop, Licorice Pizza, Music Plus, Tower, Wherehouse/L.A., Tower/S.F., Sam Goody/N.Y., Schwartz Bros./D.C., Harmony House/N.J., Stark/Cleve., Poplar, Record Dept. Merch./Memphis, Handleman/Atlanta, Cactus/Houston, Bromo/Okla..

**#28 JUDY COLLINS** — Added this week at WBBQ, WTIX, WCOL, WSGA. Jumps this week include KDWB 21-10, KLEO 15-10, KILT 15-11, KSTP 17-11, WQXI 29-15, KXOK 21-15, KEEL 21-17, WING 30-23, WAKY 29-24, WKBW ex-27. Sales at Schwartz Bros./D.C., N.E. Music City/Boston, Stark/Cleve., J.L. Marsh/Minn., Handleman/Atlanta, Southern/Miami, Cactus/Houston.

**#29 BARRY MANILOW** — Added this week at KLIF, KILT, WCOL, KNDE, WKY, KTAC, WNDE, WISM. Jumps this week include WSGN 19-12, WFIL 22-17, WMPS 21-15, WSAI 23-13, WING 23-14, WLS 34-26, KEEL 35-29, KGW 27-23, KING ex-24, WGCL ex-28. Sales this week at Sam Goody, King Karol, Aravox/N.Y., Waxie Maxie, Schwartz Bros./D.C., Sound Unltd, Galgano/Chicago, Stark/Cleveland, P.B. One Stop/St. Louis, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Poplar/Memphis, Handleman/Atlanta.

**#30 THE BABYS** — This week's #3 most added record with 15 adds including WFIL, WQXI, KTLK, KDWB, Q102, WGCL, WTIX, WHBQ, KYA, WLEE, WPRO-FM, KTAC, WBBF, KPAM, WISM. Jumps this week include WKY 17-13, KPAM 24-17, WHHY 27-21, WAYS ex-25, WAKY ex-26, KNDE 26-22, WNOE 35-27, KILT 38-30, WIFI ex-30. Sales at City One Stop, Wherehouse/L.A., Tower/S.F., Alta/Phoenix, Sam Goody, King Karol/N.Y., Waxie Maxie, Schwartz Bros./D.C., Father's & Suns/Indianapolis, J.L. Marsh/Minn.

**#33 JAMES TAYLOR** — #1 most added record this week with 17 adds including WQXI, WFIL, WPGC, KILT, WKLO, WZUU, WPEZ, KYA, WDRQ, KBEQ, KDWB, KTAC, WCAO, WBBF, KTLK, KPAM, WISM. Jumps this week include BJ105 19-8, WSGA 18-13, WING 29-19, WNDE 29-24, Z93 ex-28, KXOK 36-31, KSLQ ex-34, KAKC ex-38. Sales at Worldwide/Seattle, Stark/Cleve., Father's & Suns/Indianapolis, J.L. Marsh/Minn., Poplar/Memphis.

**#35 SEALS & CROFTS** — Added this week at Z93, WLAC, KXOK, WNDE. Jumps this week include WQAM 15-10, KNDE 29-18, WAKY 28-19, WING 26-19. Sales at Schwartz Bros./D.C., J.L. Marsh/Minn.

**#36 LINDA RONSTADT** — Added this week at WSGN, WPRO, WBBF, B100. Jumps this week include 10Q 16-7, WPGC 15-11, 99X 22-12, WRKO 21-14, Q102 20-15, Q94 27-21, WDRQ 32-22, Z93 30-24, WMET 28-23, KSLQ 35-25, KEEL 36-31, KIMN ex-28, WHHY ex-29. Good sales at City One Stop, Wherehouse, Tower/L.A., Tower/Sac., Aravox/N.Y., Waxie Maxie/D.C., N.E. Music City/Boston, Stark/Cleve., P.B. One Stop/St. Louis, Handleman/Atlanta, Broma Okla.

**#38 BRICK** — Added this week at WPGC, KSLQ, WDBQ, WLEE, KRBE, KBEQ. Jumps this week include WHBQ ex-6, WSGA 6-2, WMAK 35-26. Sales at Music Plus/L.A., All Records/Oakland, King Karol/N.Y., El Roy/L.I., Harmony House/N.J., Stark/Cleve., Record Dept. Merch./Memphis, Handleman/Atlanta, Cactus/Houston.

**#40 FLEETWOOD MAC** — #4 most added record this week with 13 adds including WQXI, KLIF, WKBW, WKLO, WPEZ, KYA, KRBE, KSLQ, WCOL, WQAM, KEEL, WMET, WISM. This week's #5 most active record with 22 jumps including KILT 27-21, WPGC 28-23, KSTP 19-15, WKY ex-17, WTIX 26-19, KGW 24-19, KTLK ex-22, WBBQ ex-27, WCAC ex-29, Z93 ex-27, B100 22-17, WAPE ex-30, WNDE ex-30, WING 35-24, WMAK ex-27. Sales at Tower/L.A., King Karol/New York, Norman Cooper/Phila., Waxie Maxie/D.C., Father's & Sun's/Indianapolis, J.L. Marsh/Minn.

**#41 ENGLAND DAN & JOHN FORD COLEY** — Added this week at KTLK, Z93, KSLQ, 96X, WISM. Jumps this week include WMPS 29-23, WKBW ex-29, KPAM ex-28. Sales at Tower/L.A., Waxie Maxie, Schwartz Bros./D.C., Poplar/Memphis.

**#43 LEO SAYER** — Added this week at WPEZ, WTIX, 13Q, KAKC. Jumps this week include BJ 105 36-20, WDRC ex-30. Sales at Alta/Phoenix, Poplar/Memphis, Record Dept. Merch./Memphis.

**#44 PETER BROWN** — Added this week at WQXI, KRBE. Jumps this week include WPGC 9-4, 96X 8-2, WDRQ 22-15, WOKY 35-30, WPEZ ex-35. Sales at All Records/Oakland, Tower/L.A., King Karol, Aravox/N.Y., Richman Bros./Phila., Schwartz Bros./D.C., Sounds Unltd., Galgano/Chicago, Stark/Cleve., P.B. One Stop/St. Louis, Poplar, Record Dept. Merch./Memphis.

**#45 PABLO CRUISE** — Added this week at KAKC, KIMN, WNDE. Jumps this week include KCPX 9-5, KTLK ex-30, WTIX ex-30. Sales at Tower/S.F., L.A., J.L. Marsh/Minn.

**#47 STYX** — Added this week at WQXI, Z93, WPEZ, KTAC, WHHY. Jumps this week include KSLQ 17-10, WOKY 26-22, WBBQ ex-30, WING 31-26. Sales at Sounds Unltd., Galgano/Chicago, P.B. One Stop/St. Louis.

**#48 PLAYER** — Added this week at WQXI, WSGN, Q94, WAYS, WING, KERN. Jumps this week include WPGC ex-29, Y100 20-16, Z93 29-22, 13Q 30-22, WHHY 26-19, KJR ex-22, WLEE ex-27. Sales at Tower/L.A., Richman Bros./Phila., Waxie Maxie/D.C., N.E. Music City/Boston.

**#49 L.T.D.** — Added this week at KILT, WMPS, WCAO, Q94, WSGA, WNOE, WLEE. Jumps this week include WQXI 30-16, KSLQ ex-28, KRBE 24-19, 96X 18-12. Sales at All Records/Oakland, Sam Goody/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Poplar/Memphis, Handleman/Atlanta, Sound Warehouse/Dallas, Cactus/Houston.

**#50 STEVE MILLER** — #2 most added record this week with 16 adds including WQXI, WRKO, WPGC, WKBW, KJR, KERN, WAPE, WKY, KDWB, KXOK, WBBQ, KYA, WPEZ, WZUU, WNOE, WSAI. Jumps this week include KFRC 30-25, WAYS ex-24, Q94 ex-25, WSGN ex-27, WCAO ex-30, KSTP ex-21, WTIX ex-26, KGW ex-27, KHJ 16-11, Z93 ex-29, WOW ex-18, WING 33-25, WIFI ex-26. Sales at King Karol, Aravox/N.Y., El Roy/L.I., Father's & Sun's/Indianapolis, Bromo/Okla.

*(continued on page 99)*

# CASH BOX POP RADIO ANALYSIS

## MOST ADDED RECORDS

| | | This Week | To Date | STATIONS ADDING THIS WEEK |
|---|---|---|---|---|
| 1. | YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA | 20% | 61% | WQXI, WFIL, WPGC, KILT, WKLO, WZUU, WPEZ, KYA, WDRQ, KBEQ, KDWB, KTAC, WCAO, WBBF, KTLK, KPAM, WISM. |
| 2. | SWINGTOWN — STEVE MILLER — CAPITOL | 19% | 45% | WQXI, WRKO, WPGC, WKBW, KJR, KERN, WAPE, WKY, KDWB, KXOK, WBBQ, KYA, WPEZ, WZUU, WNOE, WSAI. |
| 3. | ISN'T IT TIME — THE BABYS — CHRYSALIS | 17% | 76% | WFIL, WQXI, KIOA, WHBQ, KYA, WLEE, WTIX, WGCL, Q102, WPRO-FM, KDWB, WBBF, KIMN, KTLK, KIOA. |
| 4. | YOU MAKE LOVIN' FUN — FLEETWOOD MAC — WB | 15% | 74% | WQXI, KLIF, WPEZ, WKBW, WKLO, WPEZ, KYA, KRBE, KSLQ, WCOL, WQAM, KEEL, WMET, WISM. |
| 5. | HOW DEEP IS YOUR LOVE — BEE GEES — RSO | 14% | 91% | KLIF, WSAI, WNOE, WPEZ, 99X, WHBQ, Q102, WDRQ, WQAM, WBBF, KIMN, KIOA. |
| 6. | THE WAY I FEEL TONIGHT — BAY CITY ROLLERS — ARISTA | 10% | 23% | WAPE, KPAM, KEEL, WBBQ, KGW, Z93, WING, WMAK. |
| 7. | DAYBREAK — BARRY MANILOW — ARISTA | 10% | 44% | KILT, KLIF, KNDE, WCOL, KTAC, WKY, WNDE, WISM. |
| 8. | WE ARE THE CHAMPIONS — QUEEN — ELEKTRA | 9% | 15% | CKLW, WBBQ, WZUU, 13Q, WCAO, KEEL, WDRC. |
| 9. | BACK IN LOVE AGAIN — L.T.D. — A&M | 9% | 37% | KILT, WNOE, WMPS, WCAO, WSGA, Q94, WLEE. |
| 10. | BLUE BAYOU — LINDA RONSTADT — ASYLUM | 9% | 72% | WFIL, KTLK, WOW, B100, WAKY, KSTP, KAKC. |
| 11. | YOU'RE IN MY HEART — ROD STEWART — WB | 7% | 12% | KILT, WNOE, KJRB, 13Q, WDRC, KJR. |
| 12. | DRAW THE LINE — AEROSMITH — COLUMBIA | 7% | 25% | WKLO, WGCL, WCAO, WDRC, WAYS, WAPE. |
| 13. | BABY COME BACK — PLAYER — RSO | 7% | 34% | WQXI, WING, WSGN, Q94, WAYS, KERN. |
| 14. | DUSIC — BRICK — BANG | 7% | 33% | WPGC, KRBE, KSLQ, WDRQ, KBEQ, WLEE. |
| 15. | HELP IS ON THE WAY — LITTLE RIVER BAND — CAPITOL | 7% | 64% | KHJ, KING, KCBQ, 10Q, KJRB, WKY. |
| 16. | WE'RE ALL ALONE — RITA COOLIDGE — A&M | 7% | 68% | KFRC, WABC, WNCI, WBBF, WOKY, 99X. |
| 17. | DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA | 7% | 90% | KHJ, WRKO, WQAM, WHBQ, WSAI, WIFI. |
| 18. | HERE YOU COME AGAIN — DOLLY PARTON — RCA | 6% | 24% | WQXI, WLAC, WING, WMAK, WHHY. |
| 19. | GONE TOO FAR — ENGLAND DAN & J.F. COLEY — BIG TREE | 6% | 33% | Z93, KSLQ, 96X, KTLK, WISM. |
| 20. | WE JUST DISAGREE — DAVE MASON — COLUMBIA | 6% | 68% | KLIF, WQGL, KJRB, 13Q, KIOA. |

## RADIO ACTIVE SINGLES

1. **WE'RE ALL ALONE — RITA COOLIDGE — A&M**
   WQXI 13-8, WLS 45-37, WFIL 20-12, KLIF 18-12, WPGC 23-18, KHJ ex-23, KILT 31-20, WKBW 23-17, WPEZ 15-4, KYA ex-20, KING 24-14, WTIX 13-6, KSTP 9-4, WBBQ 20-13, KDWB 11-7, WCAO 16-12, KTLK 12-8, KEEL 30-24, WKY 18-14, WMET 25-21, WSGN 10-2, B100 26-22, KJR 16-9, WISM 23-17, KERN 24-20, KPAM 12-8, KIMN 14-10, 96X 24-18, WPRO-FM 26-16, KRBE 29-18, KAKC 34-28, WNOE 12-8, WING 24-16, WSAI 8-2, WIFI 25-19.
2. **BABY, WHAT A BIG SURPRISE — CHICAGO — COLUMBIA**
   WQXI 27-19, WLS 45-37, WFIL 20-12, KILT 24-17, WPEZ 26-21, KGW 15-10, KING 17-11, 99X 24-19, WHBQ 23-18, WTIX ex-24, KSLQ 21-11, Q102 ex-24, KXOK 16-12, WDRQ 11-6, WOKY 21-9, WCAO 17-13, KEEL 22-18, WKY ex-18, WSGN 21-13, B100 18-13, WISM 28-22, KERN 18-14, WAPE 23-17, KPAM 16-11, KIMN 15-11, KBEQ 20-16, WSAI 27-19, WMAK 22-14, WLEE 24-19.
3. **HOW DEEP IS YOUR LOVE — BEE GEES — RSO**
   CKLW 17-11, KFRC ex-30, WRKO 20-13, WPGC 19-13, KHJ 25-20, WKBW 30-20, Z93 27-17, KYA ex-22, KING 19-12, KSTP 22-17, WLAC 25-20, KXOK 25-20, KDWB 20-11, WCOL 29-25, WCAO 15-7, KCPX 16-10, WKY 15-11, WHHY 18-7, B100 27-21, KJR 22-18, WOW 15-5, WAPE 20-15, KPAM 18-13, BJ105 30-22, KNDE 28-14, KRBE 17-9, KAKC 32-20, WMAK 30-24.
4. **DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA**
   WABC 21-17, WQXI 12-7, WFIL 15-8, KFRC 25-14, KLIF 16-10, WMPS 19-14, KING 10-6, KGW 17-13, KYA 22-12, WPEZ 14-5, 10Q 26-16, KSTP 8-3, KSLQ 22-12, WBBQ 15-10, WOKY 16-12, 13Q 23-17, WCOL 19-13, KTLK ex-29, KEEL 24-15, WKY 13-10, WAYS 13-7, KJR 10-6, KIOA 8-5, WISM 18-13, WAPE 18-13, WNDE 21-15, BJ105 25-15, KAKC 8-4.
5. **YOU MAKE LOVIN' FUN — FLEETWOOD MAC — WB**
   WPGC 28-23, KILT 27-21, WKY ex-17, KTLK ex-22, WCAO ex-29, WBBQ ex-27, KSTP 19-15, WTIX 26-19, KGW 24-19, Z93 ex-27, WMAK ex-27, WING 35-24, WNOE ex-36, KAKC ex-39, KRBE 26-22, KBEQ ex-28, KPAM 29-24, WNDE ex-30, WAPE ex-32, KERN ex-29, WOW 24-16, B100 22-17.
6. **BLUE BAYOU — LINDA RONSTADT — ASYLUM**
   WQXI 16-9, CKLW ex-20, KFRC ex-27, WPGC 15-11, WMPS 12-9, WHBQ 21-14, KYA 21-10, Z93 22-16, 10Q 16-7, KSLQ 35-25, WBBQ ex-28, WDRQ 32-22, KEEL 19-14, Q94 ex-26, KJR ex-25, WISM ex-28, KPAM 23-16, WNCI 19-14, KBEQ 25-18, KJRB 23-19, WING 22-13.
7. **JUST REMEMBER I LOVE YOU — FIREFALL — ATLANTIC**
   WLS 10-6, KLIF 11-6, KHJ ex-30, KING 23-16, Z93 26-19, WLAC 39-32, WBBQ 18-11, KDWB 12-8, WKY 14-9, B100 24-20, KIOA 24-19, WISM 26-19, WNDE 16-8, KIMN 17-12, KTAC ex-27, KXKX 16-10, BJ105 27-19, WSAI 13-8, WMAK 25-16, WIFI 22-12.
8. **SWINGTOWN — STEVE MILLER — CAPITOL**
   KFRC 30-25, KHJ 16-11, WAYS ex-24, Q94 ex-25, WSGN ex-27, WCAO ex-30, KSTP ex-21, WTIX ex-26, KGW ex-27, Z93 ex-29, WING 33-25, WIFI ex-26, WPRO-FM ex-29, KJRB ex-27, KXKX 17-8, KIMN 23-19, KPAM ex-30, WOW ex-18, WHHY ex-27.

## SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary stations around the country.

1. **SWINGTOWN — STEVE MILLER — CAPITOL**
   Adds: WISE, WTRY, WHNN, KRIB, KYNO, KKLS, WSPT, KELI, WEBC, KENO, WKWK, KINT, WAUG. Jumps: WING 33-25, KSTT 32-26, KRKE ex-23, KAFY ex-30, WICC ex-30, KREM ex-26.
2. **HERE YOU COME AGAIN — DOLLY PARTON — RCA**
   Adds: WFLB, WERC, KELI, WING, WANS, WICC, KFYR, KRSP, WAUG . Jumps: WRJZ 25-20, KSLY 32-23, WORD ex-12, WAEB ex-27, WBSR ex-36.
3. **THE WAY I FEEL TONIGHT — BAY CITY ROLLERS — ARISTA**
   Adds: KFYR, KREM, WBSR, WISE, 98Q, KROY, KAFY, WING. Jumps: WGUY 28-24, KSTT 35-29, WMFJ 22-7, KELI ex-29, WGSV ex-32.
4. **SENTIMENTAL LADY — BOB WELCH — CAPITOL**
   Adds: KRKE, WAVZ, KKLS, WING, WGUY, WCUE, WANS, WBSR. Jumps: WKIX ex-30, WICC ex-28.
5. **HARD TIMES — BOZ SCAGGS — COLUMBIA**
   Adds: WORD, WISM, KROY, KKLS, WEAQ. Jumps: KSTT 33-28, WQPD 35-20, WING 40-34, KSLY ex-30, KYNO ex-30.
6. **SLIP, SLIDIN' AWAY — PAUL SIMON — COLUMBIA**
   Adds: WQPD, WING, WCUE. Jumps: WGUY ex-29, WRJZ ex-26, KREM ex-28, WRFC ex-34, WBSR ex-34, KSLY ex-29.
7. **SHE'S NOT THERE — SANTANA — COLUMBIA**
   Adds: WING, KFYR. Jumps: KRKE 21-7, KROY 29-22, KRTH 21-17, KSLY 25-19 WRJZ ex-28.
8. **DON'T LET THE FLAME BURN OUT — JACKIE DeSHANNON — AMHERST**
   Adds: 98Q, WKIX, WERC, WGSV, WRJZ, KSLY. Jumps: WKXX ex-30.
9. **CALLING OCCUPANTS OF INTERPLANETARY CRAFT — CARPENTERS — A&M**
   Adds: WDBQ. Jumps: WQPD 20-15, KRKE 18-13, WFLI 23-18, WCUE 37-31, KELI ex-28.
10. **WE ARE THE CHAMPIONS — QUEEN — ELEKTRA**
    Adds: WTLB, WTRY, WKXX, WAVZ, WICC, KFYR.
11. **FAIR GAME — CROSBY, STILLS & NASH — ATLANTIC**
    Adds: KELI, WING, WJON. Jumps: KSLY 26-21, WSPT ex-28.
12. **YOU'RE IN MY HEART — ROD STEWART — WB**
    Adds: WFLB, WICC. Jumps: WORD ex-25, WKXX ex-21, WGSV ex-30.

# REGIONAL ALBUM ACTION

## West

1. JOAN ARMATRADING
2. SANTANA
3. CHUCK MANGIONE
4. CAMEL
5. TOM WAITS
6. JANE OLIVOR
7. NILS LOFGRIN
8. DOLLY PARTON
9. YOU LIGHT UP MY LIFE
10. MILLIE JACKSON
11. PHOEBE SNOW
12. GRAHAM PARKER
13. YAMASHTA
14. CON FUNK SHUN
15. JEAN-MICHEL JARRE

## Southeast

1. ONE ON ONE
2. ELVIS (HOW GREAT)
3. RONNIE MILSAP
4. JEAN-MICHEL JARRE
5. PHOEBE SNOW
6. NILS LOFGRIN
7. JOAN ARMATRADING
8. MILLIE JACKSON
9. MOTHER'S FINEST
10. BRICK

## Denver/Phoenix

1. SANTANA
2. CHUCK MANGIONE
3. CHARLIE DANIELS BAND
4. GATO BARBIERI
5. MILLIE JACKSON
6. NILS LOFGRIN
7. ELVIS (HOW GREAT)
8. ELVIS (PURE GOLD)
9. ELVIN (GOLD REC. VOL. 3)
10. C.J. & CO.

## Northeast

1. NILS LOFGRIN
2. THE BABYS
3. ODYSSEY
4. JOAN ARMATRADING
5. PIPER
6. YOU LIGHT UP MY LIFE
7. SANTANA
8. PHOEBE SNOW
9. GATO BARBIERI
10. THE JACKSONS
11. TALKING HEADS
12. ASHFORD & SIMPSON
13. CHARLIE DANIELS BAND
14. NEKTAR
15. TAVARES

## NATIONAL BREAKOUTS

1. ELVIS (IN CONCERT)
2. KANSAS
3. ELTON JOHN
4. ROBIN TROWER
5. DIANA ROSS
6. STEVE MARTIN
7. BLACKBYRDS
8. BOB WELCH
9. LEO SAYER
10. BILLY JOEL
11. DEBBY BOONE
12. KARLA BONOFF
13. RANDY NEWMAN
14. TOWNSHEND/LANE
15. CARPENTERS

## Midwest

1. THE JACKSONS
2. YOU LIGHT UP MY LIFE
3. JOAN ARMATRADING
4. CHARLIE DANIELS BAND
5. SANTANA
6. REO
7. DOLLY PARTON
8. GATO BARBIERI
9. GRAHAM PARKER
10. SUPERTRAMP (CRIME)
11. JACKIE DeSHANNON
12. CON FUNK SHUN
13. CHUCK MANGIONE
14. MILLIE JACKSON
15. JANE OLIVOR

## North Central

1. ELVIS (LIVE MADISON SQUARE)
2. ELVIS (GOLD REC. VOL. 1)
3. ELVIS (ALOHA)
4. ELVIS (WELCOME)
5. A STAR IS BORN
6. EAGLE'S GH
7. ELVIS (PURE GOLD)
8. YOU LIGHT UP MY LIFE
9. MANILOW (THIS ONE)
10. TAVARES

## South Central

1. YAMASHTA
2. THE BABYS
3. CON FUNK SHUN
4. JANE OLIVOR
5. GATO BARBIERI
6. GRAHAM PARKER
7. AC/DC
8. GEORGE DUKE
9. ASHFORD & SIMPSON
10. TOM WAITS

## Baltimore/Washington

1. SANTANA
2. ASHFORD & SIMPSON
3. ODYSSEY
4. NILS LOFGRIN
5. JOAN ARMATRADING
6. PHOEBE SNOW
7. HIGH INERGY
8. THE BABYS
9. STANLEY TURRENTINE
10. AC/DC
11. KRAFTWERK
12. GEORGE DUKE
13. MILLIE JACKSON
14. GIL SCOTT-HERON
15. GRAHAM PARKER

# ALBUM CHART ANALYSIS

### #6★CHICAGO

Chicago continues its steady ascension up the chart with Record Bar reporting top thirty sales. Major accounts reporting top ten sales include King Karol, National Record Mart, Sounds Unlimited, Worldwide, Wherehouse, and Tower/S.F. Top twenty sales were reported at Disc, City One Stop, and Tower/L.A. Strong sales were also reported at Alta and Music Plus. Key accounts showing top ten action include: Norm Cooper's, Richman Bros., Record Department Merchandisers, Wilcox, Sieberts, Father's & Sun's, Music Peddlers, and Music Street. Key accounts reflecting top fifteen sales activity include Harmony House/N.J., Poplar, Southern, Sound Warehouse, Tape City, Bromo, Radio Doctor's and Galgano. Key accounts reporting top twenty sales are New England Music City, Banana, and Music Millenium. Strong sales were also reported at Waxie Maxie, Cavages, Aravox, and All. Rack action is good, with J.L. Marsh reporting top twenty-five sales, and ABC reporting top fifty sales. Related chart info: "Baby What A Big Surprise" moves from 19-16 bullet on the **CB** Top 100 Singles Chart.

### #8★THE ROLLING STONES

This live LP remains exceptionally strong in all markets, with the West-Northwest areas showing the most growth. Top five sales were reported by these major accounts: Harvard Coop, Music Plus, and Tower/L.A. Major accounts reporting top ten sales include King Karol and Tower/S.F. Top twenty sales were reported at Harmony Hut, National Record Mart, Sounds Unlimited, and Wherehouse. Strong sales were also reported at Alta and World Wide. Key accounts reflecting top five sales include New England Music City, Bromo, Wilcox, and Cavages. Top ten sales action was reported at Southern, Father's & Sun's, and Banana. These key locations reported top twenty sales: TSS, Record Dept. Merch., Poplar, Radio Doctors, Record Theater, Galgano, and Music Street. Strong sales were also reflected in the reports from Waxie Maxie, Sound Wherehouse, Inner Sanctum, Aravox, and P.B. One Stop.

### #16★BARRY WHITE

Riding the crest of its hit single, this LP moves into the top ten in sales nationally at Record Bar and Camelot. Major accounts reporting top fifteen sales activity are King Karol, Harmony Hut, Worldwide, Licorice Pizza, and Tower/L.A. Top twenty-five sales were reflected in the reports of National Record Mart and Tower/S.F. Key accounts reporting Barry in their top five sales include Waxie Maxie, Record Dept. Merch., Poplar, Sound Warehouse, Tape City, Independent, and All. Top ten sales were reported at these key accounts: Richman Bros., Radio Doctors, and Record Theater. Key accounts reflecting top twenty sales include: Southern, Music Peddler, Galgano, Tower/Sac., and Banana. Strong sales were also reported at Father's and Sun's, P.B.'s One Stop, and Music Street. Related chart info: "It's Ecstasy When You Lay Down Next To Me" remains number one for the seventh straight week on the **CB** R&B Singles chart, and jumps 17-14 bullet on the Pop Singles chart. The LP remains number one on the R&B Album chart.

### #35★STEVE MARTIN

"Let's Get Small" moves into the top forty this week, with especially strong sales out of the West/Northwest markets. Camelot reports this LP as number three in sales. Major locations reporting top thirty or better sales include Disc, Licorice Pizza, Alta, Tower/S.F./L.A., Music Plus, and Everybody's. Key accounts reflecting top ten sales are New England Music City, Waxie Maxie, Inner Sanctum, Cavages, Record Theater, and Tower/Sac. Top twenty-five sales action is seen in the reports from Richman Bros., Sound Warehouse, TSS, Galgano, Independent, Music Millenium, and Music Street. Strong sales were also reported at Tape City, Father's & Sun's, Banana, and All. Related chart into: This LP is number six on the **CB** National Breakout Chart.

### #39★ELTON JOHN

This recently certified gold album has generated lots of excitement this week. Over 40% of our accounts are reporting top thirty sales or better. Major accounts reporting top thirty or better include Harmony Hut, Disc, Alta, Dan Jay, Worldwide, Licorice Pizza, and Everybody's. Key accounts reflecting top ten sales are Radio Doctors, Father's & Sun's, Galgano, and Tower/Sac. Top twenty sales are reflected in the reports from New England Music City, Waxie Maxie, Richman Bros., Cavages, Record Theater, and Banana. Strong sales were also reported at TSS, Record Dept. Merch., Inner Sanctum, Independent, All, and Music Street. Rack action is starting to get strong, with J.L. Marsh reporting top fifteen sales. Nationally, Record Bar is reporting this LP in their top fifteen sales. Related chart info: "Elton John's Greatest Hits Volume II" is number three on the **Cash Box** National Breakout Chart.

### #41★ELVIS PRESLEY

Continuing its exceptional sales in all markets, this new double concert album takes the biggest jump in the top 100 this week moving 50 points, as Record Bar reports top ten sales action. Major accounts reporting top twenty or better sales include Harmony Hut, Disc, Sounds Unlimited, Alta, Dan Jay, Music Plus, and Tower/S.F. Top ten sales were reflected in the reports from these key accounts: Waxie Maxie, Poplar, Wilcox, Cavages, Father's & Sun's, and Music Peddlers. Strong sales were also reported at Harmony House, Richman Bros., Record Dept. Merch., Inner Sanctum, Tape City, All, and Radio Doctors. At the rack level, J.L. Marsh reports this album in their top fifteen sales, and ABC reports it in their top fifty. Related chart info: "Elvis In Concert" is number one on our National Breakout Chart, with eight other albums moving steadily up the Pop Album Chart.

### #49★KANSAS

After only two weeks on the album chart, this new LP shows great promise, with Camelot and Record Bar showing top fifteen sales nationally. Major accounts reporting Kansas in their top five include Harmony Hut, Dan Jay, and Everybody's. Top twenty sales are reflected in the reports of Disc, National Record Mart, City One Stop, and Licorice Pizza. Strong sales were also reported at Sounds Unlimited, Alta, and Music Plus. Key locations reporting top five sales include Richman Bros., Radio Doctors, Father's & Sun's, and Music Millenium. Top fifteen sales were reported at these key accounts: Norm Cooper's, Waxie Maxie, Bromo, Record Theater, and Tower/Sac. Strong sales were also reported at Harmony House, Record Dept. Merch., Southern, Sound Warehouse, Cavages, Music Peddlers, Independent, Banana, and All. Related chart info: "Point Of Know Return" is number two on the **Cash Box** National Breakout Chart this week.

### #64★BOB WELCH

This LP moves 23 points this week with sales continuing very well in all markets. Record Bar reports the album at number sixteen in sales nationally. Major locations reporting strong sales include: Harvard Coop, National Record Mart, Disc, Alta, Dan Jay, and Tower/S.F. Top fifteen sales are reflected in the reports of these key accounts: New England Music City, Inner Sanctum, and Record Theater. Additional strong sales were reported at Father's & Sun's, Waxie Maxie, Poplar, P.B. One Stop, Record Theater, Independent, Banana, and Music Millenium. Rack action is beginning with J.L. Marsh reporting the album as a breakout. Related chart info: The single "Sentimental Lady" moves from 65-59 bullet on the **CB** Pop Singles Chart, while the album shows up at number eight on our National Breakout Chart.

### #84★RANDY NEWMAN

In only its third week on the charts, this LP breaks into the top 100, with very strong sales in the West/Northwest and South Central regions. Major accounts reporting this album in their top fifteen include: Harvard Coop, Music Plus, and Everybody's. Strong sales were also reported at Disc, Tower/S.F., and Dan Jay. Top ten sales action was reflected in the reports from these key accounts: New England Music City, Music Street, Inner Sanctum, Galgano, Banana, and Music Millenium. Strong sales were also reported at Waxie Maxie, Independent, All, Tape City, and Radio Doctors. Related chart info: "Little Criminals" is number thirteen on our National Breakout Chart and the single "Short People" is at 104 on the Looking Ahead List.

### #86★TOWNSHEND & LANE

The West Coast area continues to show strong sales for this new album with these major locations reporting top twenty sales activity: Harvard Coop, Licorice Pizza, Music Plus, and Tower/S.F. Strong sales were also reported at Everybody's and Alta. Top twenty sales action was reflected in the reports from these key accounts: Tower/Sac., Inner Sanctum, and Father's & Sun's. Strong sales were also reflected in the reports from Waxie Maxie, TSS, Music Street, and Dan Jay. Related chart info: "Rough Mix" is number fourteen on the **Cash Box** National Breakout Chart.

# Top 50 Country Albums

| | | Weeks On Chart | 10/22 |
|---|---|---|---|
| 1 | **MOODY BLUE** ELVIS PRESLEY (RCA AFL 1-2428) | 16 | 1 |
| 2 | **IT WAS ALMOST LIKE A SONG** RONNIE MILSAP (RCA APL 1-2439) | 7 | 2 |
| 3 | **OL' WAYLON** WAYLON JENNINGS (RCA APL 1-2317) | 24 | 3 |
| 4 | **DAYTIME FRIENDS** KENNY ROGERS (UA LA 7546) | 11 | 5 |
| 5 | **LOVE IS JUST A GAME** LARRY GATLIN (WITH FAMILY & FRIENDS) Monument MG-7616) | 8 | 6 |
| 6 | **I'VE ALREADY LOVED YOU IN MY MIND** CONWAY TWITTY (MCA 2298) | 9 | 4 |
| 7 | **CHANGES IN LATITUDES — CHANGES IN ATTITUDES** JIMMY BUFFETT (ABC AB 990) | 32 | 8 |
| 8 | **WE MUST BELIEVE IN MAGIC** CRYSTAL GAYLE (United Artists UA-LA 771G) | 30 | 9 |
| 9 | **SMOKEY AND THE BANDIT** ORIGINAL SOUNDTRACK (MCA 2099) | 14 | 7 |
| 10 | **HEAVEN'S JUST A SIN AWAY** THE KENDALLS (Ovation OV 1719) | 6 | 10 |
| 11 | **EASTBOUND AND DOWN** JERRY REED (RCA APL1-2516) | 6 | 12 |
| 12 | **SHORT STORIES** STATLER BROS. (Mercury SRM 1-5001) | 10 | 11 |
| 13 | **THAT'S THE WAY LOVE SHOULD BE** DAVE & SUGAR (RCA APL 1-2477) | 8 | 16 |
| 14 | **LINDA RONSTADT'S GREATEST HITS** (Asylum 7E-1092) | 44 | 15 |
| 15 | **ANYTIME . . . ANYWHERE** RITA COOLIDGE (A&M SP 4616) | 13 | 13 |
| 16 | **TATTOO** DAVID ALLAN COE (Columbia PC 34870) | 9 | 17 |
| 17 | **TO LEFTY FROM WILLIE** WILLIE NELSON (Columbia KC 34695) | 30 | 14 |
| 18 | **RABBITT** EDDIE RABBITT (Elektra 7E-1105) | 18 | 18 |
| 19 | **SIMPLE DREAMS** LINDA RONSTADT (Asylum 6E-104) | 6 | 23 |
| 20 | **TILL THE END** VERN GOSDIN (Elektra 7E-1112) | 13 | 19 |
| 21 | **WELCOME TO MY WORLD** ELVIS PRESLEY (RCA APL1-2274) | 9 | 21 |
| 22 | **PURE GOLD** ELVIS PRESLEY (RCA ANL1-0971) | 7 | 22 |
| 23 | **COWBOYS AIN'T SUPPOSED TO CRY** MOE BANDY (Columbia PC-34874) | 4 | 24 |
| 24 | **MAKING A GOOD THING BETTER** OLIVIA NEWTON-JOHN (MCA 2280) | 15 | 25 |
| 25 | **COUNTRY BOY** DON WILLIAMS (ABC/Dot 2088) | 3 | 27 |
| 26 | **THE BEST OF FREDDY FENDER** (ABC/Dot DO 2079) | 25 | 26 |
| 27 | **KENNY ROGERS** (United Artists UA LA 689G) | 30 | 31 |
| 28 | **LEGENDARY PERFORMER VOL. 2** ELVIS PRESLEY (RCA CPL 1-1349) | 6 | 28 |
| 29 | **HIS HAND IN MINE** ELVIS PRESLEY (RCA ANL 1-1319) | 5 | 29 |
| 30 | **LIVE** BILLY "CRASH" CRADDOCK (ABC/Dot DO-2082) | 15 | 20 |
| 31 | **THE OUTLAWS** WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL1-1321) | 43 | 35 |
| 32 | **ROLLIN' WITH THE FLOW** CHARLIE RICH (Epic PE-34891) | 2 | 37 |
| 33 | **JOHN WESLEY RYLES** (ABC/Dot DO-2089) | 7 | 33 |
| 34 | **LEGENDARY PERFORMER VOL. 1** ELVIS PRESLEY (RCA CPL 1-0341) | 5 | 34 |
| 35 | **Y'ALL COME BACK SALOON** OAK RIDGE BOYS (ABC/Dot DO 2093) | 2 | 39 |
| 36 | **RONNIE MILSAP LIVE** (RCA APL 1-2043) | 11 | 36 |
| 37 | **CRYSTAL** CRYSTAL GAYLE (United Artists LA 614G) | 62 | 32 |
| 38 | **HERE YOU COME AGAIN** DOLLY PARTON (RCA APL1-2544) | 1 | — |
| 39 | **RAMBLIN' FEVER** MERLE HAGGARD (MCA 2267) | 20 | 41 |
| 40 | **YOU ARE SO BEAUTIFUL** TANYA TUCKER (Columbia PC-34733) | 4 | 45 |
| 41 | **BLUEST HEARTACHE** KENNY DALE (Capitol 11673) | 3 | 42 |
| 42 | **THE RED HEADED STRANGER** WILLIE NELSON (Columbia KC 33482) | 14 | 43 |
| 43 | **LOVERS, FRIENDS & STRANGERS** BARBARA MANDRELL (ABC/Dot DO-2076) | 20 | 40 |
| 44 | **B.J. THOMAS** (MCA 2286) | 3 | 46 |
| 45 | **IF YOU DON'T LOVE ME** FREDDY FENDER (ABC/Dot DO-2090) | 1 | — |
| 46 | **LIVE! TAKIN' THE STAGE** PURE PRAIRIE LEAGUE (RCA CPL2-2404) | 3 | 47 |
| 47 | **I WANTA SING** GEORGE JONES (Epic PE 34717) | 2 | 49 |
| 48 | **A WORKING MAN CAN'T GET NOWHERE TODAY** MERLE HAGGARD (Capitol ST-11693) | 2 | 50 |
| 49 | **SLIDE OFF OF YOUR SATIN SHEETS** JOHNNY PAYCHECK (Epic KE 34693) | 5 | 44 |
| 50 | **COUNTRY SWEET** STELLA PARTON (Elektra 7E-1111) | 12 | 48 |

***ENTERTAINER OF THE YEAR*** *— RCA recording artist Ronnie Milsap recently won three awards, including the coveted Entertainer of the Year title, at the 11th CMA awards show. Shown at a reception following his triumph are (l-r.): Jerry Bradley, RCA division vice president, Nashville operations; Charles Leach, Milsap's lawyer; Milsap; Mel Ilberman, RCA division vice president, creative affairs; and Robert Thompson, who along with Leach negotiated Milsap's long-term contract renewal with RCA.*

# Awards, Concerts & Dinners Highlight Annual CMA Week

**by Lola Scobey**

NASHVILLE — Boasting a nearly 100% increase in disc jockey registration over last year, the 52nd annual Grand Ole Opry Birthday celebration and CMA Convention Week came to an end Saturday evening, October 16 with a special performance of the Grand Ole Opry at the Opry house.

Highlight of the week for the disc jockeys in attendance was Friday night's presentation of the "DJ of the Year" awards at the CMA Banquet and Anniversary Show held at the Municipal Auditorium. The three winners were: small markets — Shannon Reed of KWMT in Fort Dodge; medium markets — Tiny Hughes of WROZ in Evansville, Indiana; major markets — Bill Robinson of WIRE in Indianapolis.

The 10-day event, which began Friday, October 7 with the opening of the CMA Talent Buyers Seminar, featured a steady succession of shows, parties, receptions, dinners, hospitality suites, and awards presentations.

***Expanded***

Although originally founded as a modest get-together strictly for disc jockeys, (hence the commonly used name, the "DJ Convention"), the event has expanded to become somewhat of a total country music industry convention. In fact, of this year's 3,200 registered delegates, less than half were dj's.

It is basically a convention for the purpose of meeting people, socializing, and establishing contacts to be followed up on later; and the atmosphere is one of showgoing and partygoing. However, the growth of the work-oriented Talent Buyers Seminar, which this year had its largest registration ever, and includes speakers, rap sessions, and seminars, could indicate more of a working orientation for future conventions.

Like Fan Fair held in June (and originally established to divert fans from attending the DJ Convention), the birthday celebration took on a more international flavor this year, with disc jockeys from England, New Zealand, Ireland, and Sweden attending. This partially reflects the CMA's push this year for the international growth of country music.

The week's social/awards functions began with the Nashville Songwriters Association dinner Sunday (9th), the 11th Annual Country Music Awards Show Monday, the BMI Awards Dinner Tuesday, and the ASCAP Awards Dinner Wednesday, (**Cash Box**, Oct. 22).

***Riverboat Party***

Also held Wednesday evening was the Ovation Records Riverboat Party which touted Ovation's first country record and the number one country record in the nation the week of the convention, "Heaven's Just A Sin Away," by The Kendalls. New to the convention schedule this year was Wednesday night's black-tie dinner held by FICAP, an organization dedicated to

*(continued from page 48)*

***PAIR HONORED*** *— Columbia artist Ray Price (r) and Floyd Tilman, both honored guests at the October 2 Houston gala benefit for the Leukemia Society, share a humorous moment during the star-studded gathering.*

# Top RCA Artists Get 'Golden Boots'

NASHVILLE — RCA executives presented 30 "Golden Boot" Awards here last week to the company's deserving country artists. "Golden Boots" Awards are given to artists whose albums have received outstanding sales, or whose single records have attained a No. 1 position in two or more of the trade publications' chart listings.

RCA president Louis Couttolenc presented Porter Wagoner with a 25-year plaque representing his years as an RCA artist. RCA country-music division vice president Chet Atkins and Nashville operations division vice president Jerry Bradley hosted the ceremony at Jerry Reed's Country Palace Club.

The Golden Boot recipients included: Jim Ed Brown (2) for his single with Helen Cornelius, "Saying Hello, Saying I Love, You, Saying Goodbye," and for his album with Helen, "I Don't Want To Have Marry You." Helen Cornellus (2) received her own individual awards for the same single and album as Jim Ed Brown. Dave & Sugar received (2) awards each for their single

*(continued on page 44)*

# Nashville Radio WJRB Featuring Country Format

**by Bob Campbell**

NASHVILLE — Radio Station WJRB (formerly WENO) signed on the air here Oct. 17 at 1 p.m. Owned by Mack Sanders, WJRB was granted FCC approval Oct. 1 and will feature a 24-hour, all-country format.

General manager Jim Ragan said Sanders has brought in a complete new staff for the 5,000-watt station and hopes to increase the power from 1,000 watts at night to 5,000.

"We have a complete new lineup of people here now who have never worked in Nashville," Ragan said. "The dj's are all top-rated in the market . . . good personality people. We will feature strictly music and news and will broadcast a more pop-country sound rather than the real hard country. We have also filed with the FCC for 5,000 watts at night but we won't know about that for a while."

**Staff**

Music Director Tom Anthony will have six full-time dj's working under him and four dj's operating part time. Anthony will serve as dj on the 2-6 p.m. shift. Working the 6-10 morning shift will be Chuck Hussey, who had previously worked at station KBIL in Liberty, Mississippi. News Director Bill Brewer has worked with station WHO in Des moines, Iowa and will head a five-person news staff.

The new station will begin its signal in mono, but Sanders has applied to the FCC for stereo broadcasting. Sanders, who is husband of singer Sherry Bryce and has worked with the Jim Halsey Agency in Tulsa, Okla., will have a new 12,000 square-feet building completed in early spring.

The new structure will also house Jaco, Inc., which is the parent company for this and other broadcasting outlets located throughout the midwest.

# CASH BOX TOP 100 COUNTRY

October 29, 1977

| | | | Weeks On 10/22 | Chart |
|---|---|---|---|---|
| 1 | HEAVEN'S JUST A SIN AWAY | THE KENDALLS (Ovation OV 1103) | 1 | 13 |
| 2 | EAST BOUND AND DOWN | JERRY REED (RCA PB-11056) | 3 | 12 |
| 3 | I'M JUST A COUNTRY BOY | DON WILLIAMS (ABC/Dot DO-17717) | 4 | 10 |
| 4 | WE CAN'T GO ON LIKE THIS | EDDIE RABBITT (Elektra E45418) | 5 | 11 |
| 5 | I GOT THE HOSS | MEL TILLIS (MCA 40764) | 2 | 12 |
| 6 | MORE TO ME | CHARLEY PRIDE (RCA PB-11086) | 8 | 6 |
| 7 | LOVE IS JUST A GAME | LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument 45226) | 7 | 8 |
| 8 | LET ME DOWN EASY | CRISTY LANE (LS GRT 131) | 9 | 11 |
| 9 | THE WURLITZER PRIZE | WAYLON JENNINGS (RCA JB-11118) | 15 | 4 |
| 10 | HOLD ME | BARBARA MANDRELL (ABC/Dot DO-17716) | 12 | 9 |
| 11 | ONCE IN A LIFETIME THING | JOHN WESLEY RYLES (ABC/Dot DO-17698) | 10 | 12 |
| 12 | THE OLD MAN AND HIS HORN | GENE WATSON (Capitol 4458) | 11 | 13 |
| 13 | YOU OUGHT TO HEAR ME CRY | WILLIE NELSON (RCA 11061) | 16 | 7 |
| 14 | SHAME ON ME | DONNA FARGO (Warner Bros. WBS 8431) | 17 | 8 |
| 15 | Y'ALL COME BACK SALOON | OAK RIDGE BOYS (ABC/Dot DO 17710) | 6 | 17 |
| 16 | FROM GRACELAND TO THE PROMISED LAND | MERLE HAGGARD (MCA 40804) | 24 | 4 |
| 17 | BLUE BAYOU | LINDA RONSTADT (Elektra E-45431-A) | 25 | 7 |
| 18 | A WORKING MAN CAN'T GET NOWHERE TODAY | MERLE HAGGARD (Capitol 4477) | 21 | 8 |
| 19 | ROSES FOR MAMA | C.W. McCALL (Polydor PD-14420) | 23 | 6 |
| 20 | ERES TU | JOHNNY RODRIGUEZ (Mercury 55004) | 20 | 9 |
| 21 | WHAT'RE YOU DOING TONIGHT | JANIE FRICKE (Columbia 3-10605) | 27 | 7 |
| 22 | THIS TIME I'M IN IT FOR THE LOVE | TOMMY OVERSTREET (ABC/Dot DO-17721) | 26 | 7 |
| 23 | ONE OF A KIND | TAMMY WYNETTE (Epic 8-50450) | 33 | 4 |
| 24 | FOOLS FALL IN LOVE | JACKY WARD (Mercury 55003) | 29 | 9 |
| 25 | STILL THE ONE | BILL ANDERSON (MCA MCA-40794) | 35 | 5 |
| 26 | CLOSE ENOUGH FOR LONESOME | MEL STREET (Polydor PD-14421) | 31 | 6 |
| 27 | THE KING IS GONE | RONNIE McDOWELL (Scorpio/GRT 135) | 19 | 8 |
| 28 | BORN TO LOVE ME | RAY PRICE (Columbia 3-10631) | 34 | 6 |
| 29 | HERE YOU COME AGAIN | DOLLY PARTON (RCA JH-11123) | 39 | 3 |
| 30 | HE AIN'T YOU | LYNN ANDERSON (Columbia 3-10597) | 30 | 9 |
| 31 | DAYS THAT END IN "Y" | SAMMI SMITH (Elektra E-45429) | 36 | 7 |
| 32 | WHAT A WAY TO GO | BOBBY BORCHERS (Playboy/CBS ZS8-5816) | 22 | 9 |
| 33 | DANCING THE NIGHT AWAY | TANYA TUCKER (MCA 40755) | 13 | 12 |
| 34 | SOUL OF A HONKY TONK WOMAN | MEL McDANIEL (Capitol P-4481) | 41 | 6 |
| 35 | ENDLESSLY | EDDIE MIDDLETON (Epic 8-50431) | 38 | 7 |
| 36 | IF IT AIN'T LOVE BY NOW | BROWN/CORNELIUS (RCA PB-11044) | 14 | 11 |
| 37 | NOBODY CARES BUT YOU | FREDDY WELLER (Columbia 3-10598) | 42 | 7 |
| 38 | LEAN ON JESUS "BEFORE HE LEANS ON YOU" | PAUL CRAFT (RCA JB-11078) | 43 | 6 |
| 39 | CHANGES IN LATITUDES, CHANGES IN ATTITUDES | JIMMY BUFFETT (ABC AB-12305) | 47 | 6 |
| 40 | TO LOVE SOMEBODY | NARVEL FELTS (ABC/Dot DO-17715) | 18 | 11 |
| 41 | SHE JUST LOVED THE CHEATIN' OUT OF ME | MOE BANDY (Columbia 3-10619) | 52 | 4 |
| 42 | I MUST BE DREAMING | DON KING (Con Brio CBK 126A) | 45 | 5 |
| 43 | THE PAY PHONE | BOB LUMAN (Polydor PD 14431) | 50 | 4 |
| 44 | TOO MUCH IS NOT ENOUGH | BILLIE JO SPEARS (United Artists UA-XW 1041) | 28 | 11 |
| 45 | DAYTIME FRIENDS | KENNY ROGERS (United Artists UA XW 1027) | 32 | 14 |
| 46 | THAT OLD COLD SHOULDER | TOM BRESH (ABC/Dot DO-17720) | 49 | 7 |
| 47 | FOR ALL THE RIGHT REASONS | BARBARA FAIRCHILD (Columbia 3-10607) | 54 | 5 |
| 48 | DON'T LET ME TOUCH YOU | MARTY ROBBINS (Columbia 3-10629) | 55 | 3 |
| 49 | DON'T IT MAKE MY BROWN EYES BLUE | CRYSTAL GAYLE (United Artists UA XW 1016) | 37 | 20 |
| 50 | SILVER MEDALS AND SWEET MEMORIES | STATLER BROS. (Mercury 55000) | 40 | 12 |
| 51 | BETTER OFF ALONE | JAN HOWARD (Con Brio 125) | 51 | 6 |
| 52 | PEANUT BUTTER | DICKEY LEE (RCA JH-11125) | 64 | 3 |
| 53 | ONE NIGHT STANDS | HANK WILLIAMS, JR. (Warner/Curb WBS 8451) | 63 | 3 |
| 54 | I HAVEN'T LEARNED A THING | PORTER WAGGONER (RCA PB-10974-A) | 58 | 5 |
| 55 | EVERYDAY I HAVE TO CRY SOME | JOE STAMPLEY (Epic 8-50453) | 71 | 3 |
| 56 | HELEN | CAL SMITH (MCA 40789) | 56 | 6 |
| 57 | LIPSTICK TRACES | JIMMY PETERS (Mercury 55005) | 62 | 5 |
| 58 | MOTHER COUNTRY MUSIC | VERN GOSDIN (Elektra E-45436) | 69 | 2 |
| 59 | MY GIRL | DALE McBRIDE (Con Brio 124) | 59 | 6 |
| 60 | ABILENE | SONNY JAMES WITH THE TENNESSEE STATE PRISON BAND (Columbia 3-10628) | 67 | 2 |
| 61 | MAKE THE WORLD GO AWAY | CHARLY McCLAIN (Epic 8-50436) | 60 | 7 |
| 62 | MEXICAN LOVE SONGS | LINDA HARGROVE (Capitol P-4447) | 65 | 6 |
| 63 | YOU LIGHT UP MY LIFE | DEBBY BOONE (Curb/WB 8455) | 88 | 2 |
| 64 | THAT'S ALL I WANTED TO KNOW | DOTTIE WEST (United Artists UA-18298) | 68 | 4 |
| 65 | SWEET MUSIC MAN | KENNY ROGERS (United Artists UAST-18848) | 78 | 2 |
| 66 | HEAVEN CAN BE ANYWHERE | CHARLIE DANIELS BAND (Epic 8-50456) | 72 | 3 |
| 67 | YOU'VE GOT TO MEND THIS HEARTACHE | RUBY FALLS (Fifty States FS-56) | 74 | 5 |
| 68 | GEORGIA KEEPS PULLING ON MY RING | CONWAY TWITTY (MCA-40805) | — | 1 |
| 69 | I'LL ALWAYS LOVE YOU | CATE SISTERS (Caprice CA-2036) | 76 | 4 |
| 70 | AGREE TO DISAGREE | LITTLE DAVID WILKINS (Playboy ZS8-5822) | 79 | 2 |
| 71 | THE SUN IN DIXIE | KATHY BARNES (Republic REP 005) | 81 | 3 |
| 72 | WALK AWAY WITH ME | RANDY BARLOW (Gazelle 427) | 75 | 3 |
| 73 | I'M KNEE DEEP IN LOVING YOU | DAVE & SUGAR (RCA PB-11141) | — | 1 |
| 74 | AFTER THE BALL | JOHNNY CASH (Columbia 3-10623) | 77 | 3 |
| 75 | QUITS | GARY STEWART (RCA JH-11131) | 84 | 2 |
| 76 | YOU JUST DON'T KNOW | MARY K. MILLER (Inergy I-302) | 85 | 4 |
| 77 | WHEN DO WE STOP STARTING OVER | DON GIBSON (ABC/Hickory AH-54019) | 86 | 2 |
| 78 | I'M COMING HOME TO FACE THE MUSIC | NAT STUCKEY (MCA MCA-40808) | 83 | 2 |
| 79 | COME A LITTLE BIT CLOSER | JOHNNY DUNCAN (WITH JANIE FRICKE) (Columbia 3-10634) | — | 1 |
| 80 | HOW I LOVE THEM OLD SONGS | DANNY DAVIS AND THE NASHVILLE BRASS (RCA PA-11073-C) | 82 | 5 |
| 81 | LITTLE OLE DIME | JIM REEVES (RCA PB-11060) | 44 | 11 |
| 82 | IT AIN'T EASY LOVIN' ME | RONNIE PROPHET (RCA PB-50391-A) | 80 | 5 |
| 83 | TOUCH ME | HOWDY GLENN (Warner Bros. WBS 8447) | 66 | 5 |
| 84 | IT SHOULD HAVE BEEN EASY | DOTTSY (RCA PB-11138-A) | — | 1 |
| 85 | COME TO ME | ROY HEAD (ABC/Dot DO-17722) | 73 | 5 |
| 86 | DEAR ALICE | JOHNNY LEE (GRT-137) | — | 1 |
| 87 | BLUEBERRY HILL | ANNE J. MORTON (Prairie Dust PD-7619) | 91 | 2 |
| 88 | A PLACE WHERE LOVE HAS BEEN | ARLEEN HARDEN (Elektra E-45434-A) | 92 | 2 |
| 89 | MIDDLE AGE CRAZY | JERRY LEE LEWIS (Mercury-55011) | — | 1 |
| 90 | I'LL GET OVER YOU | NICK NIXON (Mercury DJ-517) | — | 1 |
| 91 | DO YOU HEAR MY HEART BEAT | DAVID ROGERS (Republic REP 006) | 46 | 10 |
| 92 | RAYMOND'S PLACE | RAY GRIFF (Capitol P-4492) | — | 1 |
| 93 | SWINGIN' YAKETY SAX | TOMMY WILLS (Golden Moon 001) | 95 | 3 |
| 94 | RAINBOWS AND HORSESHOES | R.C. BANNON (Columbia 3-10612) | 97 | 2 |
| 95 | WHERE LONELY PEOPLE GO | EDDY ARNOLD (RCA PB-11133) | — | 1 |
| 96 | A GOOD WOMAN LIKES TO DRINK WITH THE BOYS | JIMMIE RODGERS (Scrimshaw Records S-1313) | 98 | 2 |
| 97 | ALL THE LOVE WE THREW AWAY | LOIS JOHNSON & BILL RICE (Polydor PD-14435) | — | 1 |
| 98 | WHY CAN'T HE BE YOU | LORETTA LYNN (MCA 40747) | 48 | 13 |
| 99 | THE DANGER OF A STRANGER | STELLA PARTON (Elektra E45410) | 53 | 15 |
| 100 | SHAME SHAME ON ME (I HAD PLANNED TO BE YOUR MAN) | KENNY DALE (Capitol 4457) | 57 | 14 |

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Abilene (Acuff-Rose Pub. — BMI) ..... 60
After The Ball (House Of Cash, Inc. — BMI) ..... 74
A Good Woman (Chappell-Brown-Shoe — BMI) ... 96
Agree To (Little David Music, Inc. — BMI) ..... 70
All The Love (Jack & Jill Music, Div. of T.B. Harms Co.) ..... 97
A Place (Music City, Music Inc. — ASCAP/ Combine Music Corp. — BMI) ..... 88
A Working Man (Shade Tree Music — BMI) ..... 18
Better Off Alone (Con Brio Music — BMI) ..... 51
Blue Bayou (Acuff Rose Pub. Inc. — BMI) ..... 17
Blueberry Hill (Chappell Music — ASCAP) ..... 87
Born To Love (Music City Music — ASCAP) ..... 28
Changes In (Coral Reefer Music/ Outer Banks Music — BMI) ..... 39
Close Enough (Hall Clement Pub. Div. of Vonge Music — BMI) ..... 26
Come A Little (Wren Music — BMI) ..... 79
Come To Me (Acoustic Music/Longstreet Music — BMI) ..... 85
Dancing The (Fourth Floor/Rick Hall — ASCAP) ... 33
Days That End In Y (Bebdare Music — BMI) ..... 31
Daytime Friends (Ben Peters — BMI) ..... 45
Dear Alice (Big Heart/Harmony And Grits Music — BMI) ..... 86
Don't It Make My (United Artists — ASCAP) ..... 49
Don't Let Me (Mariposa Music — BMI) ..... 48
Do You Hear (Single Tree Music — BMI) ..... 91
Eastbound (Duchess/Vector — BMI) ..... 2
Endlessly (Vogue — BMI) ..... 35
Eres Tu (Radmus Pub. — ASCAP) ..... 20
Everyday I (Combine Music Corp. — BMI) ..... 55
Fool's Fall (Chappell /Quintet /Bienstock — ASCAP) 24
For All The (Onhisown Music — BMI) ..... 47
From Graceland (Shade Tree Music — BMI) ..... 16
Georgia Keeps Pulling (Emerald Isle Music, Inc./Battleground Music — BMI) ..... 68
He Ain't You (Kirshner Songs — ASCAP/ Don Kirshner Music — BMI) ..... 30
Heaven Can Be (Hat Band Music — BMI) ..... 66
Heaven Is Just (Lorville — SESAC) ..... 1
Helen (Neverbreak Music — ASCAP) ..... 56
Here You Come (Screen Gems-EMI Music/ Summerhill Songs — BMI) ..... 29
Hold Me (Gatoo Music — SESAC) ..... 10
How I Love (Acuff-Rose Music — BMI) ..... 80
If It Ain't Love (Steeple Chase Music — BMI) ..... 36
I Got The Hoss (Sawgrass — BMI) ..... 5
I Haven't Learned (Tree Pub. — BMI) ..... 54
I'll Always Love (Sound Corp. Music — ASCAP) .. 69
I'll Get (Shelby Singleton Music — BMI) ..... 90
I'm Coming (Highball Music — BMI) ..... 78
I'm Just (Folkways Music Pub. — BMI) ..... 3
I'm Knee (Tree Pub. Co., Inc. — BMI) ..... 73
I Must Be (Wiljex Pub. — ASCAP) ..... 42
It Ain't Easy (Screengems — EMI/Music — BMI) .. 82
It Should Have (Hall-Clement Pub./Vouge Music — BMI) ..... 84
Lean On Jesus (Songwriters Music — ASCAP) .... 38
Let Me Down (Kaiser Music/ Famous Music — ASCAP) ..... 8
Lipstick Traces (Minit Music — BMI) ..... 57
Little Ole Dime (Tuckahoe Music — BMI) ..... 81
Love Is Just (Performing Rights Soc./ 1st Generation Music Co. — BMI) ..... 7
Make The World Go Away (Tree Pub. — BMI) ..... 61
Mexican Love Songs (Beachwood/ Window Pub. — BMI) ..... 62
Middle Age (Tree Pub. — BMI) ..... 89
More To Me (Pi-gem Music — BMI) ..... 6
Mother Country (ATV Music Corp. — BMI) ..... 58
My Girl (Con Brio Music — BMI) ..... 59
Nobody Cares But You (Young World — BMI) ..... 37
Once In A (Jack & Bill — ASCAP) ..... 11
One Night Stands (Dunbar Music Inc. — BMI) ..... 53
One Of A (Algee Music Corp. — BMI) ..... 23
Peanut Butter (Razan Music — BMI Razzy Dailey) . 52
Quits (Road Canon/Warner Tamberlane — BMI) .. 75
Rainbows And (Warner Tamberlane Pub. Corp. — BMI) ..... 94
Raymond's Place (Blue Echo Music — ASCAP) ... 92
Roses For Mama (Chappell Music — ASCAP) ..... 19
Shame On Me (Regent Music Co. — BMI) ..... 14
Shame Shame (Publicare — BMI) ..... 100
She Just Loved (Acuff-Rose Pub. — BMI) ..... 41
Silver Medals (American Cowboy — BMI) ..... 50
Soul Of A (Music City Music — ASCAP) ..... 34
Still The One (Siren Songs — BMI) ..... 25
Sweet Music (Jolly Rogers Pub. Co. — ASCAP) ... 65
Swingin' Yakety (Tree Pub. — BMI) ..... 93
That Old Cold (Tree Publishing — BMI) ..... 46
That's All (Chappell Music — ASCAP/Pi-gem Music, Inc. — BMI) ..... 64
The Danger (Debdave/Evil Eye — BMI) ..... 99
The King Is (Midnight Pub./Born Music — SESAC) 27
The Old Man (Double Play — BMI) ..... 12
The Pay Phone (Tree Pub. — BMI) ..... 43
The Sun In (Singletree Music Co. — BMI) ..... 71
The Wurlitzer (Baby Chick Music — BMI) ..... 9
This Time (Hall-Clement — BMI) ..... 22
To Love Somebody (Nemperor Music — BMI) .... 40
Too Much Is Not (Hungry Mountain — BMI) ..... 44
Touch Me (Tree Pub. — BMI) ..... 83
Walk Away (Frebar Music — BMI) ..... 72
We Can't Go On (Briarpatch Music/ Debdave Music — BMI) ..... 4
What Are You Doing (Hall/Clement — BMI) ..... 21
What A Way (Vogue Music — BMI/ Bibo Music — ASCAP) ..... 32
When Do We (Acuff-Rose Pub. Inc. — BMI) ..... 77
Where Lonely (Purcell Pub. & House of Huston Music — ASCAP) ..... 95
Why Can't He (Tree — BMI) ..... 98
Y'All Come Back (Jack & Bill — ASCAP) ..... 15
You Just Don't (Hudson Bay Music — BMI) ..... 76
You Light Up (Big Hill — ASCAP) ..... 63
You Ought To Hear (Tree — BMI) ..... 13
You've Got To (Sanburn/Music Craftshop — ASCAP) ..... 67

# Twenty-five years ago we first honored the world's greatest Country songwriters. We're still doing it!

## Our heartiest congratulations to the writers of the 101 most performed BMI Country Songs from April 1, 1976 to March 31, 1977.

John Adrian
Hoyt Axton
Rasie M. Bailey
Jim Beck
Rory Bourke
Roger Bowling
Bobby Braddock
L. Russell Brown
Bradley Burg
Billy Joe Burnette
Hal Bynum
Toy Caldwell
Al Cartee
Tommy Collins
Jessi Colter
Douglas Cox
Paul Craft
Jan Crutchfield
Vic Dana
Charlie Daniels
Bobby Darin
Mac Davis
Neil Diamond
Lola Jean Dillon
Connie Ethridge
Don Everly
John Farrar (PRS)
Ron Fraser
Lefty Frizzell
Don Gibson
Tom Gmeiner
Bobby Goldsboro
Roger Greenaway (PRS)
John Greenebaum
Tom T. Hall
John Hartford
Tony Hazzard (PRS)
Tommy Hill
Wayland Holyfield
Fred Imus
Wade Jackson
Mark James
Phillip Jarrell
Waylon Jennings
Wayne Kemp
Baker Knight
Kris Kristofferson
Dennis Lambert
Dickey Lee
Irwin Levine
Dennis Locorriere
John D. Loudermilk
Gene MacLellan (PRO Canada)
Richard Mainegra
Glenn Martin
Naomi Martin
Barry Mason (PRS)
Bob McDill
Ken McDuffie
Bob Montgomery
Earl Montgomery
Geoff Morgan
Willie Nelson
Kenny O'Dell
Buck Owens
Barbara Ozen
Dolly Parton
Jimmy Payne
Ray Pennington
Ben Peters
Brian Potter
Eddie Rabbitt
Don Reid
George Richey
Kent Robbins
Marty Robbins
William Roberts
Dale Royal
Billy Joe Shaver
Billy Sherrill
Lawrence Shoberg
Catherine Smith
George Soule
Red Sovine
Bobby Springfield
Red Steagall
Even Stevens
Glenn Sutton
Philip Sweet
Sonny Throckmorton
Allen Toussaint
Conway Twitty
Rafe Van Hoy
Jim Webb
Sterling Whipple
Don Williams
Hank Williams
Norro Wilson
Scott Wiseman
Tammy Wynette
Neil Young
Jim Zerface
William Zerface

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**FREDDIE HART AND THE HEARTBEATS** (Capitol P-4498)
**The Search** (3:05) (Channel Music Co. — ASCAP) (Sheb Wooley)
It's only right that Freddie Hart should do this song. Written by Sheb Wooley, this somber story must come straight from the Heart. The ending has a strong and touching recitation.
**DAVE & SUGAR** (RCA JH-11141)
**I'm Knee Deep In Loving You** (2:34) (Tree Pub. Co. — BMI) (Sonny Throckmorton)
Dave & Sugar captured many awards this past year, including the **Cash Box** New Duo of the Year. This up-tempo swinger is sure to garnish more fans across the country and add another tune to their Best Of series.
**TOMMY CASH** (Monument 45-229)
**There's More To Her Than Meets The Eye** (2:47) (Chappell Music Co. — ASCAP) (Rory Bourke/Gene Dobbins/Johnny Wilson)
Tommy's clear and present vocal is predominant and this material and production show that he is not to be classified as pure country. This single is a good sample of the wide spectrum of music which Tommy Cash can adhere to.
**JIMMIE RODGERS** (Scrimshaw S-1313-JBMM)
**A Good Woman Likes To Drink With The Boys** (2:37) (Chappell/Brown Shoes Music — BMI) (Dave Ellingson)
A change of pace for Jimmie, but if listened to a couple of times it will catch you. Should ring phones at radio.
**SUSIE ALLANSON** (Warner Bros. WBS 8473)
**Baby, Last Night Made My Day** (2:40) (House of Gold Music — BMI) (Bobby Springfield)
Susie's last single reached the top 20 of **Cash Box** country charts and was on for 15 weeks. Now established as a chart artist, this bouncy tune should follow suit.

## Additional Releases

**MARCIA ROUTH** (Epic 8-50470)
**If I Needed You** (2:35) (United Artist Music/Columbine Music — ASCAP) (T. Van Zandt)
**WENDEL ADKINS** (MC MC 5002F)
**Julieanne (Where Are You Tonight)** (3:35) (Calente Music — ASCAP/Stone Diamond Music/Pankie Music — BMI) (L. Schoonmaker/F. Schoonmaker)
**JIM GLASER** (MCA MCA-40813)
**Don't Let My Love Stand In Your Way** (2:28) (Acoustic Music — BMI) (Ken Jones)
**LARRY NOLEN** (Vivo IRDA-429)
**Dark-Eyed Cajun Queen** (2:45) (Pennymaker — BMI) (Paul Russell)
**GEORGIA BECKER** (Fish Hook FH-1003)
**Just Close The Door** (2:48) (Country Dream Music/Robchris Music — BMI) (Bob Jenkins/-Jim Hayner)
**JERRY WALLACE** (BMA 7-005)
**I'll Promise You Tomorrow** (2:27) (Edwin H. Morris & Co./Chip 'n' Dale — ASCAP) (Frank Stanton/Suzanne Shingler/Andy Badale)

**DONNA FARGO — Shame On Me — Warner Bros. BS-3099 — Producer: Stan Sluiver — List:6.98**
Since she burst on the country-music scene a few years back, Donna Fargo has sifted her music through subtle, experimental changes. Her efforts have resulted in this intelligent, polished gem of an album. Produced with taste and obvious care, Fargo glides through a gamut of material by such writers as Paul Anka and Paul Simon. She recites a moving, self-penned tribute to the late Elvis Presley in the middle of his old hit song, "Loving You." Included in the album are a beautiful version of "Do I Love You" and her current hit which is the title track.

**BUCK OWENS — Our Old Mansion — Warner Bros. BS-3087 — Producer: Norro Wilson — List: 6.98**
Buck Owens is a veteran country performer with a truckload of hits to his credit and he makes no pretense of going pop. Buck keeps a healthy tab on his country roots though, and with superb cuts like "Our Old Mansion" and "Feel Good Again" his new album stands as a primer for solid, no-frills country music. Penned by Owens, "Texas Tornado" should find a spot in every Texas jukebox from Houston to Abilene.

**OLIVIA NEWTON-JOHN — Greatest Hits — MCA-3028 — Producer: John Farrar — List: 7.98**
Fans of petite Olivia Newton-John who like the "greatest hits" type of album will want to add this record to their collection. All of her hits from Bob Dylan's "If Not For You" right up to "Don't Stop Believin'" and "Sam" are included in this attractive, double-cover package. Her style is as sweet and slick as she is pretty, but Olivia is produced with a balanced blend of country and pop flavor. As a result her appeal is universal.

**LA COSTA — La Costa — Capitol ST-11713 — Producer: Doug Gilmore — List: 6.98**
La Costa takes a bold step and asserts her own identity with the release of this well-produced, well-conceived album. Instead of relying on a stock of bland love songs, La Costa kicks off her record with "Jesse And The Light," an incredible story-song full of mystery and imagery. She also delivers a brilliant, understated version of The Rolling Stones' "Honky Tonk Woman" and paints a smoky mood of forlorn love in "Take Your Love Away." She can handle any musical style with her imagination and vocal maturity.

# Country Artists Participate In Series Of FEC Public Service Radio Spots

WASHINGTON, D. C. — The Federal Energy Commission turned to well known country music recording talent for a series of radio spots to be ready for airing by Thanksgiving as part of an on-going effort to make the public aware of the energy crunch.

Twelve artists recorded two public service spots each for the national campaign encouraging energy conservation, all using the slogan "Save Energy, The difference we make, makes all the difference" — with suitable music behind each artist's voice-over donated by the record companies. All the artists contributed their time free and support from the record companies was "excellent," according to an FEC spokesman.

The participating artists are: Don Williams, Narvel Felts, Roy Head, Freddy Fender, Barbara Mandrell, Dwayne Allen (Oak Ridge Boys,) R.W. Blackwood (Blackwood Singers), Larry Ballard, Diana Williams, LaCosta and Marsha Ball.

***TV Spots Next Month***

The FEC campaign includes TV spots also, to be mailed to stations within three weeks. The budget for the radio campaign was about $5,000 and about $45,000 for TV. Three television artists' spots will be sent to all stations — featuring Gloria DeHaven, June Allyson and Harry Guardino. Five others will air on the artists' respective network and network affiliates — featuring Henry Winkler (ABC), Penny Marshall and Cindy Williams (ABC), Jack Albertson (NBC), Will Geer (CBS), and Carol Burnett (CBS).

***MERCURY SIGNS PRUITT*** *— Recording artist Jeanne Pruitt recently signed a long-term contract with Mercury Records. Pictured at the signing, which took place at the labels CMA week cocktail party, are seated (l-r): Jerry Kennedy, vice president, Nashville A&R, Phonogram, Inc.; and Pruitt. Shown standing are (l-r): Carol Forney, director of business affairs, Phonogram, Inc.; Irwin Steinberg, presidnet, Polygram Record Group; Charlie Fach, executive vice president-general manager, Phonogram, Inc.; and Larry Westbrook, Pruitt's attorney.*

# Awards, Concerts & Dinners Highlight Annual CMA Week

*(continued from page 39)*

furthering the interests of disc jockeys. *(See story this issue.)*

Thursday, the heaviest day of convention activities, began with the annual RCA Records Brunch, held at Jerry Reed's Nashville Palace club, and featured awards presented by the company to its artists. Following was the RCA lunch and show at the Opry House.

***'Unofficial Events'***

This, the heaviest day, provided an excellent example of the plethora of "unofficial" events which surround and co-exist with official convention activities. In addition to the MCA Records show at the Opry House, the invitation-only DJ/Programmers/Artists cocktail buffet, and the United Artists show — all on the official schedule; the day included these ad hoc events: a luncheon for Conway Twitty and Loretta Lynn hosted by Aladdin Hotel in Las Vegas at the offices of United Talent, producer Billy Sherrill's annual party at his home, the Playboy Records dinner (formerly known as one of the most swinging, open-invitation bashes at the convention, this year transformed into an invitation-only gourmet dinner), a CBS showcase at the Ole Time Picking Parlor, an elegant Warner Bros. reception at the downtown City Club, the annual party at the home of Jim Fogelsong, president of ABC/Dot Records, co-hosted by Mr. and Mrs. Fogelsong, Mr. and Mrs. Larry Baunach, and Ron Chancey.

***SESAC Awards***

Also held Thursday evening was the Roaring Twenties-themed SESAC Awards dinner at the Woodmont Country Club. *(See story this issue.)* Jerry Lee Lewis performed to two sold-out houses that night at the George Jones Possum Holler Club and drew hefty contingents of conventioneers.

Friday offered a less frantically paced schedule, but included one of the convention's major events: the CMA Banquet and Anniversary Show (members of the CMA must purchase tickets to this dinner in order to receive tickets to Monday night's telecast of the CMA Awards Show). In addition to the "DJ of the Year" awards, the President's Award was presented by CMA president Dan McKinnon to Ed Shea, director of ASCAP in Nashville.

***Special Award***

A special award was made by the CMA board of directors to Irving Waugh, who retires at the end of this year as the president of WSM, Inc., which owns the Grand Ole Opry, WSM Radio and TV, Opryland and Opryland Productions.

Events earlier in the day on Friday included the ABC/Dot lunch and show, the Nationwide Sound Distributors Chili Party, the MCA Luncheon at the Hyatt Regency, and the Polydor Records buffet at the Sheraton. Friday morning began with the first of two artist/DJ taping sessions at which artists made themselves available to dj's to do interviews and station ID's.

***'Steady Pace'***

Despite being the final day with a scheduled agenda, Saturday was not one of those waning days with everyone packing for home, but maintained a steady pace right up to the midnight hour. The second artist/DJ taping session started the morning, and was followed by the Capitol Records lunch and show at the Municipal Auditorium, and the Capitol Reception at the Hyatt Regency. CBS staged the week's final showcase that evening and followed with a reception in the Gaslight Theatre at Opryland.

The Opry birthday show, which began at 9:30 p.m. Saturday night, featured most of the Opry regulars on stage as well as the traditional cutting of the Opry's birthday cake.

Sunday, as many drifted out of town or slept, the stout-hearted used their free passes to Opryland or took tours of the soon to be open Opryland Hotel.

# Capitol Cookin' In Country

***CAPITOL IN NASHVILLE*** *— Executives and artists of Capitol Records met in Nashville with members of the executive staff of* ***Cash Box*** *to celebrate Country Music week. Pictured (l-r) in the top row of photos are: Dan Davis, vice president of press and artist relations for Capitol Records; La Costa, Capitol artist; George Albert, president and publishor of* ***Cash Box****; Zell Miller, Lt. Governor of Georgia; Pam Rose, Capitol artist; Don Zimmermann, Capitol executive vice president; Marcia Ball, Capitol artist; Cathy Roszell, southeastern press and artist relations coordinator for Capitol Records; Bruce E. Garfield, director of press and artist relations in Los Angeles for Capitol Records, and Rupert Perry, vice president of A&R for Capitol Records; Neil Reshen, (manager of Willie Nelson, Waylon Jennings and Capitol artist Jessi Colter,) Zimmermann, Frank Jones, vice president and general manager of Capitol's Nashville country division, and Jessi Colter; Jim Sharp, director of operations for* ***Cash Box*** *in Nashville; George Albert; Linda Hargrove, Capitol artist; Mel Albert,* ***Cash Box*** *general manager, and J. B. Carmicle,* ***Cash Box*** *east coast general manager. In the second row of photos (l-r) are: Jones; George Albert; and Connie Cato, Capitol artist; Freddy Hart, Capitol artist; Mel Albert; Carmicle; Diana Williams, Capitol artist; and George Albert; Ray Ceriff, Capitol artist; George Albert; and Mel Albert; and Carmicle with Mr. and Mrs. R. W. Blackwood; George Albert and Mel Albert. Capitol artists shown in the third row (l-r) are: Larry Ballard; Colleen Peterson; Mel McDaniel; Ray Ceriff, Michael Clark and Kenny Dale. Each artist performed live for label executives during the week.*

# Warner Bros. Greets Its Artists

***WARNER BROS. IN NASHVILLE*** *— Pictured at the Warner Bros. Records party at the Nashville City Club are (l-r): Barbara Farnsworth, vice president of Top Billing, Inc.; Jerry Clower, comedian and recording artist; Billy Carter, Bob Merlis, Warner Bros. director of publicity; and Robin Rothman, Warner Bros. general manager; Michael O'Shea, WLOL music director in Minneapolis; Buck Owens; and Norro Wilson, Owens' producer; Ray Stevens, Warner Bros. country A&R director; Norro Wilson, Donna Fargo; Mel Albert,* ***Cash Box*** *general manager; J. B. Carmicle,* ***Cash Box*** *east coast general manager; George Albert, president and publisher of* ***Cash Box****, and T.G. Shepard, Warner Bros. country national sales and promotion director. Local radio and trade personnel were on hand for the label's celebration.*

# ABC Welcomes Its Country Roster

***ABC IN NASHVILLE*** *— Three presidents pose for a photo during the CMA's annual Disc Jockey Convention. From (l-r): Jim Foglesong, president of ABC/Dot Records; George Albert, president and publisher of* ***Cash Box****, and Steve Diener, president of ABC Records. Also pictured at the gathering are (l-r): Foglesong; Jay Morgenstern, president of ABC Music Publishing; Roy Head, ABC/Dot artist; George Albert; Larry Baunach, ABC/Dot vice president of sales and promotion; Diener; Mel Albert,* ***Cash Box*** *general manager; and J. B. Carmicle,* ***Cash Box*** *general manager (east coast). Others shown are (l-r): Baunach, Jim Halsey, George Albert, David van Cronkhite, Randy Gurley, Roy Clark, Jim Foglesong and Mel Albert. Other ABC recording artists were also on hand for the convention.*

## MOST ADDED COUNTRY SINGLES

1. **GEORGIA KEEPS PULLING ON MY RING — CONWAY TWITTY — MCA**
WWVA, KHAK, KLAK, WBAP, KMPS, KCKC, WBAM, WIRE, WMC, WPLO, KNEW, WHOO, KFOX, WTSO, KEBC, KFDI, KDJW, KRMD.

2. **I'M KNEE DEEP IN LOVING YOU — DAVE & SUGAR — RCA**
WKDA, WWVA, KWJJ, KLAK, WBAP, KMPS, WVOJ, WIRE, WJJD, WHOO, KBOX, KDJW, KEBC, KFDI, KCUB, KRMD.

3. **COME A LITTLE BIT CLOSER — JOHNNY DUNCAN (WITH JANIE FRICKE) — COLUMBIA**
WMNI, WKDA, KHAK, KWJJ, KLAK, KMPS, KNEW, KFOX, WTSO, KEBC, KFDI, KCUB, WJJD, WIRE.

4. **SHE JUST LOVED THE CHEATIN' OUT OF ME — MOE BANDY — COLUMBIA**
WMNI, WDEE, WDAF, KWJJ, WUBE, WIRE, KNEW, KBOX, WTSO, WIL, WSLC.

5. **IT SHOULD HAVE BEEN EASY — DOTTSY — RCA**
KLAK, KMPS, WBAM, KDJW, KEBC, KFDI, KCKN, KCUB.

6. **MOTHER COUNTRY MUSIC — VERN GOSDIN — ELEKTRA**
WKDA, WWVA, KLAK, WBAP, WVOJ, WMC.

7. **YOU LIGHT UP MY LIFE — DEBBY BOONE — WARNER BROS.**
KHAK, KMPS, WJJD, WPLO, WAME, KCUB.

8. **HERE YOU COME AGAIN — DOLLY PARTON — RCA**
WDEE, WBAP, WCMS, WJJD, WSLC, KCKN.

9. **DEAR ALICE — JOHNNY LEE — GRT**
WXOX, WVOJ, KXLR, WTSO, KEBC, KFDI.

10. **BORN TO LOVE ME — RAY PRICE — COLUMBIA**
WDEE, KMPS, WAME, KBOX, WIL, KCKN.

## MOST ACTIVE COUNTRY SINGLES

1. **THE WURLITZER PRIZE — WAYLON JENNINGS — RCA**
WDEE ex-32, WKDA 23-12, WWVA 25-13, WDAF 26-12, KHAK 33-26, KWJJ 21-15, WBAP ex-40, KMPS 24-19, WBAM 30-21, WUBE 24-12, WIRE 26-18, WMC 26-15, KXLR 22-14, WPLO 25-14, WAME 25-17, WHOO 24-18, KFOX 21-15, KLAC 43-30, WTSO 27-18, KDJW 19-13, WIL 24-17, KEBC 54-45, KFDI 42-37, WSLC 39-18, KCUB 37-30, KRMD 20-15, KVOO 45-28.

2. **HERE YOU COME AGAIN — DOLLY PARTON — RCA**
WMNI 38-28, WKDA ex-25, WWVA 35-25, KHAK 40-31, KLAK ex-24, KCKC 33-24, WBAM 38-28, WXOX new-42, WVOJ 32-25, WHK 38-33, WIRE ex-41, WMC ex-26, KWJJ 38-31, KXLR 40-26, KGBS 27-21, WWOK ex-23, KNEW ex-25, WHOO ex-37, KFOX ex-32, KLAC 51-46, WTSO 41-26, KDJW ex-41, WIL ex-34, KRMD ex-40.

3. **FROM GRACELAND TO THE PROMISED LAND — MERLE HAGGARD — MCA**
WMNI 36-16, WDEE ex-36, WKDA 24-11, WWVA 34-21, KHAK ex-37, KWJJ ex-36, KMPS 18-13, WHK ex-36, WPOC ex-32, WIRE 42-36, KGBS 21-14, WPLO 26-15, WAME ex-27, KFOX 26-21, WTSO 40-27, KDJW 36-25, WIL 27-22, KEBC 55-36, KFDI 37-28, KCUB 38-25, KRMD 13-8, KVOO 82-38, WNRS 31-20.

4. **BLUE BAYOU — LINDA RONSTADT — ELEKTRA**
WMNI ex-29, WWVA 15-9, KHAK 19-14, KWJJ 19-12, WBAP 40-33, KMPS 15-10, WWOL 19-7, WUBE 15-8, WJOV ex-37, WIRE 33-28, KXLR 35-25, WAME 26-20, KNEW 20-14, WHOO 36-28, KFOX 23-17, KLAC 16-11, KBOX 28-22, WTSO 21-15, KDJW 18-12, KCKN ex-13, KCUB 32-22, KRMD 28-22, KVOO 17-10.

# Twitty And Lynn Sign Vegas Pacts

NASHVILLE — MCA artists Conway Twitty and Loretta Lynn signed contracts here last week for a series of four weekly appearances by each artist in Las Vegas' Aladdin Hotel in 1978. Ms. Lynn will begin her stint slightly earlier on Dec. 27 with a holiday performance.

The pair will play separate engagements in the Aladdin's expanded Bagdad Showroom, one of the hotel's three entertainment facilities. Although Twitty and Ms. Lynn have recorded several albums together and in the past have performed joint concerts, they will not appear together in the Aladdin Hotel. However, earlier this year the two artists broke all Las Vegas records for a single, country concert when they played a two-night date in the Aladdin's 7500-seat Theatre for the Performing Arts.

Aladdin executive show director James Tamer said, "Loretta Lynn and Conway Twitty fall right into the great succession of live attractions at the Aladdin."

The Aladdin Hotel has added several new attractions to its complex in the past year, including a 17 story luxury tower. Artists such as Kris Kristofferson, Neil Diamond, the late Bing Crosby and Peter Frampton have performed in the hotel in the last 12 months.

# RCA Gives Awards

(continued from page 39)

"I'm Gonna Love You" and their album "Dave & Sugar."

Waylon Jennings (3), for his single "Luckenbach, Texas," his album "Waylon Live" and for his album "Ol' Waylon." In addition, Waylon received a gold record and a platinum for his "Ol' Waylon" LP, and a gold record for his "Are You Ready For The Country" LP. Ronnie Milsap (4), for his singles "Let My Love Be Your Pillow," and "It Was Amost Like A Song" and for his albums "Ronnie Milsap Live" and "It Was Almost Like A Song." Danny Davis received an award for his album "Live — In Person," and Jerry Reed received an award for his single "East Bound and Down."

Chet Atkins received an award for his album "Superpickers," as did Floyd Cramer for his album "Super Country Hits." Charley Pride (5), for his singles "A Whole Lotta Things To Sing About," "She's Just An Old Love Turned Memory" and "I'll Be Leavin' Alone" and for his albums "The Best Of Charley Pride, Vol. III", and "She's Just An Old Love Turned Memory." In addition, Charley received a platinum record for his album "The Best Of Charley Pride." Elvis (4), which were presented to Felton Jarvis, for his single, "Way Down" and "Moody Blue" and for his albums "Welcome To My World" and "Moody Blue."

*Polydor artist **Bob Luman** came around the office last week and he had high hopes for "The Pay Phone," his second single release on his new label. The song has been on the charts for three weeks and is picking up momentum in airplay across the country. A member of the Grand Ole Opry, Luman has had many hits through the years including the million-selling "Lets Think About Living," which was recorded back in the early sixties. He played the Wheeling Jamboree (Wheeling, W.Va.) Oct. 22 and performed in Parkersburg, W.Va. Oct. 23. Luman is also getting set for a west coast tour beginning in California and winding up in Texas. Bob played a lot of baseball growing up in east Texas (he chose music over a contract with the Pittsburgh Pirates organization) and he complained he didn't have the time to watch the world series because of road dates.*

Bob Luman

*RCA artist **Gary Stewart** is in town working on a new album with **Roy Dea** doing the production work. Dea also produces RCA's **Steve Young**.*

***Jerry Reed**, another RCA artist, seems to excel in every field. Along with his recording work, songwriting and instrumental prowess on guitar, Reed has made a name for himself as an actor in several movies with his friend **Burt Reynolds**. Lately Reed has been working on a role in an upcoming segment of the television show "Daniel."*

*MCA's **Mel Tillis** will guest star on NBC's "Just For Laughs," a comedy series of six specials which will air in this season. This is his first television appearance in a non-musical role.*

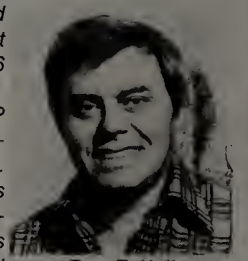
*Multi-talented **John Hartford**, who wrote "Gentle On My Mind" a few years back, has been included in the current edition of Who's Who In America. Among his many interests, Hartford is a licensed riverboat captain.*

***Ronnie Prophet's** Canadian television show, "Grand Old Country," won the Top Canadian Country Television Award for this year. The RCA artist was also one of the five finalists for the Top Country Male Singer Award.*

*New artist **Con Hunley** has recently signed a Warner Bros. contract. He recorded here Oct. 9 and hopes to have a single released soon. **Norro Wilson** is producing Hunley's sessions. Hunley has had four charted records on the Prairie Dust label, an independent company out of Knoxville, Tenn.*

*LS Records' **Lee Stoller** called and said his artist **Cristy Lane** received a publicity boost when her current hit single "Let Me Down Easy" was played in part on every national news show, Oct. 14. All the major networks covered a recent hot-air balloon convention in Albuquerque, New Mex. and they filmed a segment showing balloons floating down to earth. As the balloons descended in the taped news spot, "Let Me Down Easy" was one of three songs used as musical accompaniment.*

***Patty Parker** of Comstock Records has recorded and released **Ernest Tubb's** "Walking The Floor Over You," and she is the first female who has ever recorded the song since its initial release 36 years ago.*



Tom T. Hall

*Songwriters **Jerry Foster** and **Bill Rice** won more ASCAP songwriting awards than anyone this year. The prolific duo garnered ten writer's awards and that brings the total to 50 since 1970. In 1974, the Foster-Rice team won eleven ASCAP Writer's Awards and four production awards. A record must chart for 10 consecutive weeks in at least one of the three national trade magazines to qualify for an ASCAP Writer's Award. Rice has recorded a duet with **Lois Johnson** titled "All The Love We Threw Away" and it was released last week on Polydor Records.*

*A few years ago RCA's **Tom T. Hall** wrote "Spokane Motel Blues," one of his biographical tunes in which Hall wrote he would rather be in Kentucky or almost anywhere other than a drab Spokane motel room. At the time some folks in Spokane got a little upset at the song. But Hall made a recent appearance there, and to his surprise, the Tremendous Truckers Association of Spokane made him an honorary citizen of the city. Evidently, all is forgiven.*

*ABC/Dot's new female artist **Randy Gurley** is on the road this month opening concerts for several major artists in a promotion tour of her initial single release, "Heartbreaker." She opened for **Don Williams** at The Roxy in Los Angeles on Oct. 20. Gurley played three Texas dates (Oct. 26-28) with **The Oak Ridge Boys**, and she will open for **Roy Clark** at The Summit in Houston, Tex. Oct. 30. She also completed her first taping for "Hee Haw" this month.*

**bob campbell**

# Glaser Sound Studios Backed By 20 Years Of Experience

NASHVILLE — If Nashville's music business was a football team, Chuck Glaser's 20 years of experience would make him a triple-threat quarterback.

First, there's Glaser's in-studio production and engineering experience with artists such as John Hartford, Kinky Friedman, Hank Snow, Jeannie Seely, Jack Green, Slim Whitman, Kenny Rogers & The First Edition and Leon McAuliffe, among others.

Second, Glaser has discovered talent that includes writers and performers like John Hartford, who wrote "Gentle On My Mind." Glaser also discovered Dick Feller, Jimmy Payne, Paul Craft, Hoover, James Talley and Kinky Friedman.

***Talented Singer***

Third is Glaser's own talent as a singer. He was a member of Tompall & The Glaser Brothers who, until the group broke up a few years ago, ranked as the "most awarded group in country music," 1971 CMA award winner, and Wembley Festival's No. 1 country group in the world in 1973.

Glaser is a co-owner of Glaser Sound Studios and, at earlier points in his career, was involved in artist management and booking.

***Production Duties***

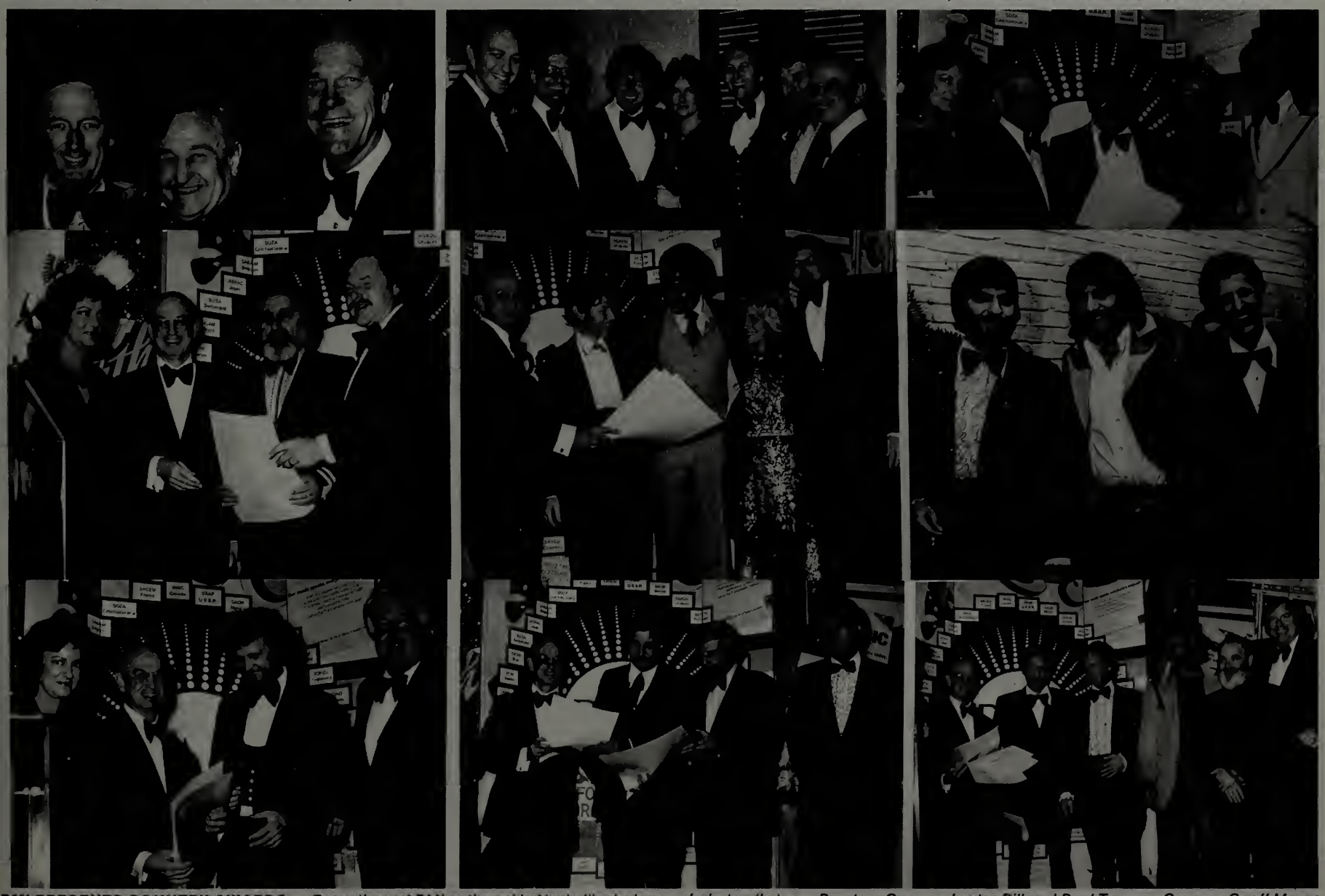
These days Glaser's work as a producer fills most of his days and nights. A recent effort, for example, is Chuck's production of Hank Snow's "No. 104 And Still Movin' On" album for RCA, so titled because it is Snow's 104th consecutive LP for the label since he began recording for RCA in October 1936.

His new music publishing company, Ptarmigan Publications, has six cuts on Gamble Rogers' new album on the Mountain Railroad label, distributed by Flying Fish. Among the many songs Chuck has written are "Where Has All The Love Gone," used in the "Tick . . . Tick . . . Tick" movie soundtrack, and "That's You And Me," a Hank Snow hit single.

Chuck Glaser Productions and Ptarmigan Publications are located in the Glaser Sound Studio building at 916 19th Ave. S., in Nashville.

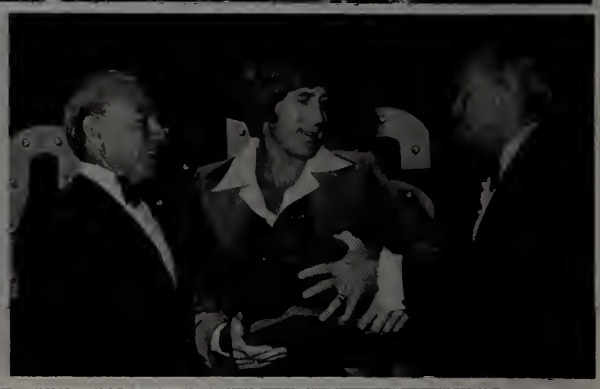
# RCA And BMI In Nashville

***RCA FESTIVITIES*** *— RCA artists and executives shared in the festivities at the recent CMA week. In the top row pictured (l-r) are: Jim Sharp, director of* **Cash Box** *Nashville operations; Mel Albert, general manager,* **Cash Box***; Ronnie Milsap; and George Albert, President and Publisher of* **Cash Box***; Charlie Pride seems to have his hands full as he receives a bundle of RCA Golden Boot Awards; Ronnie Milsap is shown backstage discussing the evening's progress with Tom Collins, Ronnie's producer (l) and Louis Couttolenc, president of RCA Records (r), backstage after the awards are (l-r): Jerry Bradley, Ronnie Milsap and Chet Atkins; and performing at the RCA show at the Opry House is Tom T. Hall. In the middle row: Tom T. Hall, Ronnie Milsap and Faron Young are seen at BMI's C&W awards; also at the festivities were Eddy Arnold, Louis Couttolenc, and Ronnie Prophet; congratulating Chet Atkins on his Golden Boot award (r) is Dave Wheeler; pictured at another BMI C&W awards reception are: Frances Preston, vice president, BMI; Waylon Jennings; Jessi Colter and manager Neil Reshen; and congratulating each other for their Golden Boot awards are Jim Ed Brown and Helen Cornelius. In the bottom row, Louis Couttolenc, president of RCA Records, visited Nashville for the first time, and he is shown getting acquainted with RCA's Nashville roster. He is shown with (l-r): Waylon Jennings, and David Wheeler, national director of country sales; Couttolenc with Chet Atkins and Porter Wagoner, pianist Floyd Cramer, Jerry Bradley, division vice president, Nashville operations, and Couttolenc; and Harry Warner, manager of Jerry Reed, Mel Ilberman, RCA Records division vice president, creative affairs, Reed and Couttolenc.*



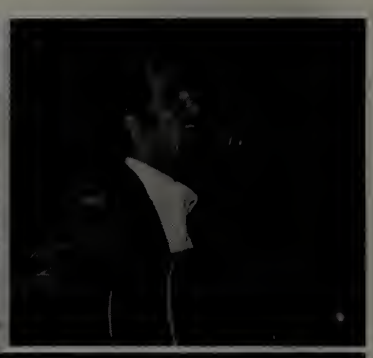
***BMI PRESENTS COUNTRY AWARDS*** *— Executives of BMI gathered in Nashville during Country Music Week to present their annual C&W awards during a reception dinner party. Pictured (l-r) in the top row of photos at the awards ceremonies are: Danny Davis; Mayor Beverly Briley and Eddy Arnold; Don Gant, Jack Stapp; Mac Davis; Frances Preston, BMI vice president; Buddy Killen; Bob Montgomery and Edward Cramer, BMI president; and Preston; Cramer; Al Gallico; Tammy Wynette and Kent Robbins. Shown in the middle row of photos (l-r) are: Preston; Cramer; Lester Sill and Paul Tannen; Cramer; Geoff Morgan; Charley Pride; Barbara Mandrell and Tom Collins and shown arriving for the awards ceremonies are: Bobby Braddock; Waylon Jennings and Bob McDill. In the bottom row of photos (l-r) are: Preston; Cramer; Rassie Bailey and Bill Lowery; Cramer; John D. Loudermilk; Wesley Rose and Ray Baker; and Preston; Cramer; Bob McDill; Wayland Holyfield; Don Williams; Bill Hall and Dean Kaye.*

# ASCAP Salutes Its Winners



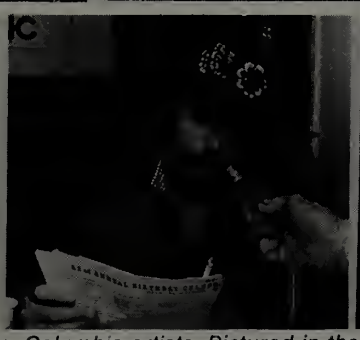
***ASCAP COUNTRY AWARDS PRESENTED*** *— Songwriters, publishers and producers gathered in Nashville during Country Music Week for ASCAP's annual Country Music awards presentation at the Municipal Auditorium. Pictured (l-r) in the top row of photos are: Bill Rice, songwriter; Stanley Adams, ASCAP president; Jerry Foster, songwriter, and George Albert president and publisher of* **Cash Box***; Dave Conrad; Tom Collins; Ronnie Milsap, who was named entertainer of the year; Adams; Charley Pride and Ed Shea, ASCAP southern regional director; and Nashville Mayor Richard Fulton, who presented Shea with the Metronome Award for outstanding service to Music City USA. In the second row of photos (l-r) are: Adams; Foster, Rice; Bruce Gold; Todd Brabec and Shea; and Adams; Pat Rolfe; Shea; Norm Weiser and Henry Hurt gather on stage as Chappell Music receives awards; and Adams; Ray Griff, who received the most awards as a writer/publisher/producer, and Shea. In the bottom row of photos (l-r) are: Fulton; Olivia Newton-John; Adams and Shea; Shea; Wesley Rose, publisher; Adams and Ray Baker, publisher; and Adams, Carol Anderson, and Shea.*

# Phonogram Family Gathers



***PHONOGRAM HOSTS CMA PARTY*** *— Phonogram/Mercury and Monument executives co-hosted a cocktail party during the labels' recent gathering in Nashville for Country Music week. Pictured (l-r) in the top row of photos are: Irwin Steinberg, president of the Polygram Record Group; Jerry Kennedy, vice president of Nashville A&R, Phonogram; Reba McEntire, Mercury artist, and Stewart Harris, Mercury recording artist; Mel Albert, general manager of* **Cash Box***; J.B. Carmicle, east coast general manager of* **Cash Box***; George Albert president and publisher of* **Cash Box***, and Tom Rodden, vice president/general manager, Monument Records; Steinberg; Jimmie Peters, Mercury artist; Jerry Gillespie, Nashville A&R, Phonogram; Charlie Fach, executive vice president/general manager, Phonogram, and Nick Nixon, Mercury artist; and Monument artist Larry Gatlin, who was the featured entertainer at the FICAP banquet and show. Shown in the second row of photos (l-r) are: Jerry Lee Lewis, Phonogram/Mercury artist; Bruce Nelson, KENR, music director; Al Privett, national singles promotion manager, Phonogram and Joe Polidor, regional sales manager, Phonogram; Fred Foster, president of Monument Records; Connie Smith, Monument artist; Tommy Cash, Monument artist, and Terry Fletcher, vice president/promotion, Monument Records; and shown together after Phonogram/Mercury recording artist Nick Nixon's performance at Nashville's Possum Holler are Doyal McCollum, regional country promotion, Phonogram: Bruce Nelson, KENR music director; Tom Allen, KBOS music director; Nixon and Daryl Crum, local promotion manager, Phonogram.*

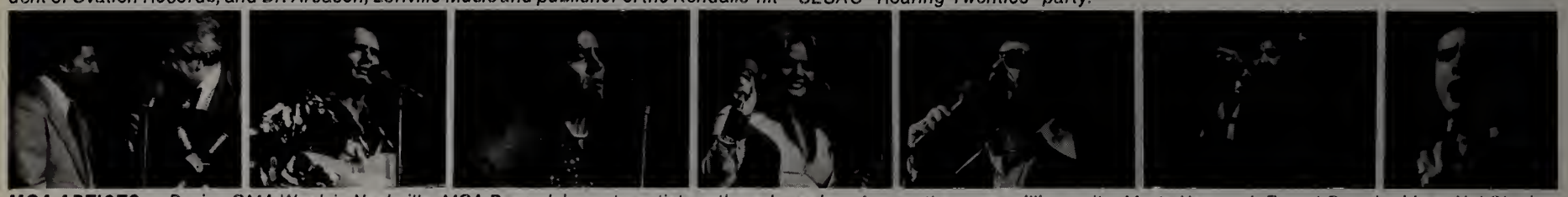
# CBS Celebrates Country Week



***CBS CELEBRATES COUNTRY MUSIC WEEK*** *— CBS Records Division executives and artists recently came to Nashville for CMA Week 1977. In the top row (l-r) are: Rick Blackburn, CBS vice-president of marketing, Nashville; Bruce Lundvall, president of CBS Records Division; Columbia recording artist Johnny Cash; and Jack Craigo, CBS senior vice-president and general manager, marketing. Shown backstage during CBS Records Show at the Municipal Auditorium are George Albert, President and Publisher of* ***Cash Box****, Columbia's Ray Price; and Lundvall. Also, Tammy Wynette is shown at a luncheon she hosted at her home. Pictured are: Craigo; Jim Tyrrell, vice-president of marketing for Epic and CBS associated labels; Wynette, Ron Alexenburg, senior vice-president of Epic; Blackburn, and Lundvall. In the second row, CBS artists and executives got together at a "Presidential Party" and at the Municipal Auditorium for CBS Records' Show. Pictured (l-r) at the "Presidential Party" are (l-r): Theresa Neal, Playboy artist; Marcia Routh, Epic artist; Blackburn; Marshall Chapman, Epic artist; Lundvall; David Allan Coe, Moe Bandy and Janie Fricke, Columbia artists; and Julie Jones, Epic artist. Backstage at the show are: Billy Sherrill, vice president of A&R, CBS Nashville; George Albert; Alexenburg; and Norro Wilson, producer of Epic's Joe Stampley. Also: George Albert; Lundvall; Janie Fricke and Johnny Duncan, Columbia artists. Pictured in the third row (l-r) are: Craigo; Ray Baker, Bandy's producer; Joe Casey, national director of country sales and promotion, Columbia; Moe Bandy, Columbia: Blackburn; and Bob Sherwood, Columbia's vice-president of national promotion. Also: Craigo; Jo Walker, executive director of the CMA; and Tyrrell. And: Zim Zemarel, regional country marketing manager, Epic; Roy Wunsch, director of sales/promotion for Epic and associated labels, Nashville; Epic's Charlie Daniels; and Alexenburg. In the fourth row (l-r): Bruce Lundvall presented platinum awards for Willie Nelson's "Red Headed Stranger" album. Shown at the presentation are Neil Reshen, Nelson's manager; Barry Fey, Denver concert promoter; Lundvall; and Blackburn. Also shown. Lundvall; R.C. Bannon and Bobby Bare, Columbia artists, and Sherrill. At the CBS "Presidential Party" are: Allen Reynolds, producer; Marcia Routh and Charlie Daniels, Epic artists; Alexenburg; Epic's Joe Stampley; Blackburn; Joe Sullivan, president of Sound Seventy Management Group; and Epic's Jim Owen. In the bottom row, some CBS artists are pictured during performances. They include (l-r): Mary Kay Place and Marshall Chapman; Jim Owen; Tina Rainford; Johnny Paycheck; and Barbara Mandrell. CMA week concluded October 13.*

# SESAC And MCA In Nashville

***SESAC PARTY AND WINNERS*** *— Winners of three SESAC awards are the team that developed "Heaven's Just A Sin Away," currently the #1 song on the* **Cash Box** *Country chart. Pictured (l-r) sitting are: Royce and Jeannie Kendall (The Kendalls) and O'Brien Fisher, producer. Standing (l-r) are: Jerry Gillespie, writer of the song; Dick Schory, president of Ovation Records, and Dr. Al Jason, Loriville Music and publisher of the Kendalls' hit song. In other photos (l-r) are: Mike White, former SESAC award winner; L. E. White, Hello Darlin' Music manager; and Peggy Forman, Hello Darlin' Music and winner of the SESAC most promising writer award. Nashville publisher and partner dance the Charleston at the SESAC Awards party and Your Father's Mustache, who provided entertainment for the SESAC "Roaring Twenties" party.*



***MCA ARTISTS*** *— During CMA Week in Nashville, MCA Records' country artists gathered to perform for MCA executives and other guests. Pictured (l-r) are: Mike Maitland, president of MCA Records, presenting a platinum record to MCA's Jerry Clower for total LP sales of more than one million units: Merle Haggard; Ernest Rey; Joni Lee; Nat Stuckey; Peggy Forman; and Kenny Starr. MCA Records execs and other personnel gathered in Nashville Oct. 7-14.*

# Rick Nelson, Now With Epic, Reflects On 20 Years In Rock

*(continued from page 22)*

circuit. He averages about 100 days out of the year touring and said, "In the last six months, we have spent five of them on the road."

He said he and the Stone Canyon Band play the usual clubs and halls, such as Los Angeles' Palomino Club and New York's Bottom Line. But Nelson said he enjoys playing at some out-of-the-way ordinary venues as well, such as Knott's Berry Farm and county fairs.

***Different Audience***

"With the fairs, you reach a whole different kind of audience; you reach a lot of kids. Maybe three generations of people go to fairs and in that respect, they are very good to do."

Although his feelings about playing old songs was popularized in his number one record "Garden Party" of a few years back, he commented, "There are certain songs which we go back and do in the show, but I've always done them.

"We still do songs like 'Travelin' Man' and 'Hello Mary Lou' because I feel there are a certain amount of people that know me for those songs and I think a certain segment would feel cheated if I didn't do them.

"It's not something that I'm ashamed of. A couple of those songs, I think, hang in there pretty well. Some of them had a real distinct sound to them."

***Younger People***

He also said some people come to the shows who "are younger people that maybe don't even know where they have heard those, so they don't necessarily equate them with me. That's not the reason they are there. A lot of people who are familiar with the songs since 'Garden Party' came out, or maybe since 'She Belongs to Me.'

"That's a whole different group of people that would be interested in seeing me. It's a real nice feeling to be able to play to that large of an age group. If anything, we've gotten a broader acceptance with people of all ages."

***Importance Of Live***

He said constant live performances are helpful to his studio work, since there is more of an opportunity to try different things with a song in concert than in the studio. "I really need that live feedback you get from audiences," Nelson said.

Having the vantage point of 20 years in rock music from which to judge, he said he thinks the biggest change in the music scene has been in the area of musicianship.

"When I started, there was just a handful of people who fit into that category, who are really great musicians. Those guys back during that time were really innovators; now there are an awful lot of good guitar players."

He does think, though, that too much concentration on technical ability can result in music which is less spirited than what he and others produced in the '50s.

***Better Musicians Today***

"There are a lot of really excellent players who gear themselves to recording. It's a trap anybody can fall into, where they know exactly what they have to play to do the job, and it is like a job for them.

"That is why it's always important to have that live exposure and go out and be able to make mistakes. That's what I like about having your own band and actually recording with them. We've been through all of that and it gives us a chance to try each song in all kinds of ways live.

"Then when you go in to record them, you try to recapture that same kind of live feeling. I think that's where all the really good things happen."

The future for Rick Nelson the actor, he said, is nebulous. Despite guest appearances in recent years on dramatic shows such as "Owen Marshall" and, more recently, "The Hardy Boys," Nelson said because the people at Epic "were so involved and interested in what I wanted to do, I got behind what I was doing more than ever."

That doesn't mean, though, that he might not be seen on television in the near future.

"We were recently in Monroe, Louisiana and did a big fair down there. It was filmed with a special in mind and the things I have seen from it have been real good. It's almost like a documentary — they shot about 10 hours of film all around the fair, backstage scenes and then the concert. I was really happy with what I saw, so hopefully that will be on early next fall."

***'You Get Tired'***

After 20 years of playing music, is Nelson getting bored?

"You get tired," he said. "But I'm sure not getting tired of playing. If anything, it just keeps getting more and more interesting for me. There is so much to learn, for me anyway, that I just hope I get better at what I do."

Besides, he said, "Now is not the time to take off. We are just really starting to get everything in motion. That part of it feels great. It's always nice to go out and want to show people what you are playing and what you are into."

## Touring Office Opens

LOS ANGELES — Artist's Touring Company, Ltd., a new booking agency headed by Richard Halem, has opened offices at 8380 Melrose Avenue, Suite 310 here.

# Van Zant Killed In Air Crash

*(continued from page 7)*

tarist Steve Gaines and his sister, Cassie Gaines, died in the wreck of the Convair 240 twin-engine plane.

Other fatalities included Dean Kilpatrick, the band's assistant road manager; Walter McCreary, pilot of the plane and co-pilot Jim Grey.

At presstime, Leon Wilkeson, bassist, was in critical condition while lead guitarists Gary Rossington and Alan Collins, drummer Artimus Pyle and keyboardist Billy Powell were reported to be in "stable" condition in various southwest Mississippi city hospitals. Backup vocalist Leslie Hawkins was scheduled for surgery on Oct. 21. There was also a report of another death in the group at presstime, but no name was confirmed.

***Starting Tour***

The group was in the beginning of a three-month tour and en route from Greensville, South Carolina to Baton Rouge, La. for an Oct. 21 concert date at Louisiana State University when the plane reportedly ran out of fuel. There were also reports that the chartered flight was overloaded. In an attempt to make an emergency landing, officials said that the aircraft hit some trees and landed in a pasture. Some of the passengers were reportedly able to make their way to locate emergency help.

Commenting on the tragedy, J.K. Maitland, president of MCA Records, said, "Our deepest sympathy to the families of Ronnie Van Zant Dean Kilpatrick, Steve Gaines and his sister Cassie. We at MCA Records are experiencing a great loss of very close friends. I know that fans and friends are also experiencing a great personal and musical loss.

"This is certainly a great tragedy in the musical industry and we wish the speediest recovery to Gary Rossington, Artimus Pyle, Allen Collins, Billy Powell, Leon Wilkeson, Leslie Hawkins and all those on the ill-fated flight.

"We have been advised that a trust fund has been set up for the children of Ronnie Van Zant and Steve Gaines. In lieu of flowers, donations can be made to the Ronnie Van Zant Memorial Trust Fund and the Steve Gaines Memorial Trust Fund in care of Sir Productions, 130 W. 57th St., New York, New York 10019."

Formed in the early 1970s, Lynyrd Skynyrd recently released their sixth album ironically entitled, "Street Survivors." The LP is the top most added on the **Cash Box FM Album Chart** this week.

Van Zant leaves his wife, Judy, and two children, Tammy, 10, and Melody, infant. Gaines' survivors include his wife and a three-year-old daughter, Teresa. No funeral arrangements were set at presstime.

## Neil Young LP Is Gold

LOS ANGELES — "American Stars 'N Bars," Neil Young's latest LP on the Warner/Reprise label, recently was certified gold by the RIAA.

## Girard On Good News

LOS ANGELES — A new album by Chuck Girard titled "Written On The Wind" has been released by Good News Records.

# A&M Promotion Department

*(continued from page 14)*

in Detroit shortly after the album was first released.

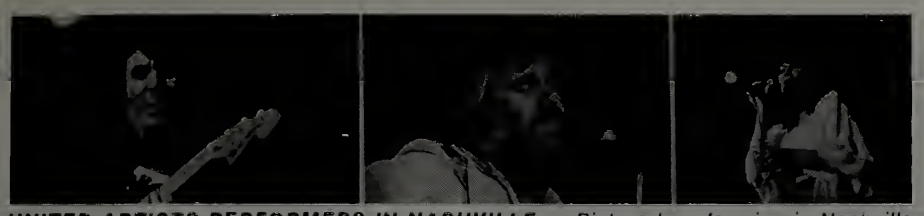
"When we released Cat Stevens' "Sweet Jamaica" single two weeks ago with "Was Dog A Doughnut?" as the B side, the Detroit promotion man worked the R&B station with that side because the record was already getting black calls at the stations. Now all of a sudden the record is big at CHB, going from extra to 15 in one week. So now with R&B stations playing it we're looking for some airplay on top 40 stations in Detroit."

But while the label is waiting for airplay to spread to differently formatted stations, it is important to inform regional promotion respresentives across the country about the success that the single has picked up on Detroit's R&B stations, Childs says. And although, in the case of Stevens' single, Childs decided to telegram the news to his staff the usual method used to relay information is a conference call, coordinated twice each week with the label's promotion staffers across the country.

"We have conference calls each week with all our people so we can maintain a flow of information. We exchange ideas and then we are able to spread the information across the country as fast as possible. If a record is happening in Detroit then Atlanta and Seattle are aware of it right away."

Sales information goes hand in hand with news regarding airplay Childs says, explaining that A&M's promotion staff works most closely with the label's marketing department.

"You can't separate the sales and promotion departments," he says. " In addition to September promotions, these strong performances were attributed to extensive pricecutting. Sears began trimming prices earlier this year, forcing other chains to do the same to remain competitive. The September results were seen by retail analysts as a positive sign for the coming Christmas season.



***UNITED ARTISTS PERFORMERS IN NASHVILLE*** *— Pictured performing in Nashville during CMA week are (l-r): Carl Perkins, Jet recording artist; Kenny Rogers and Dottie West.*

# Polydor's Artist Development

*(continued from page 10)*

Another ECM artist, Pat Metheny, is similarly considered by the label to have a bright sales future. As a result, Anger said, "we're completely committed to staying with him as long as it takes to achieve a sales breakthrough." This commitment has already resulted in better concert venues for the young artist, Anger says, as well as financial support for concert appearances in key markets.

***Falling Through A Crack***

Zerler contrasted Polydor's current approach with "the old system of artist relations." Under that system, Zerler stated, "an act would frequently fall through a crack in a company's structure. Under our present system, we're involved with every act on a factual basis and concern ourselves with all tour activity, scheduling, and market co-ordination."

As far as dollars are concerned, Simon added, "if dollars are needed for shortfall (of projected tour receipts), we make that judgment internally based on our feeling for that artist, their potential, the credibility of the tour, and product relationships at the moment. If approved, we go with it."

After the approval, Simon said, "There's no magic formula. There is a total creative involvement of all our key people, a cohesive marketing concept, internal coordination, and sound, basic mechanics on the street level."

And, hopefully, an album like Roy Ayers' "Ubiquity" or the Atlanta Rhythm Section's "A Rock And Roll Alternative."

# NMPA Announces Participants In Copyright Forums

NEW YORK — The National Music Publishers Association has finalized the list of participants in the three copyright workshop/forums to be held around the country over the next few weeks.

Jon Baumgarten. general counsel of the Copyright Office, will chair the workshops on the first day of each of the two-day sessions. The first session will be October 31-November 1 at New York's Waldorf-Astoria Hotel; the second at the Hyatt Regency in Nashville on November 3-4; and the third session at Los Angeles' Beverly Hilton Hotel on November 10-11.

Among the featured speakers will be Al Berman, president of the Harry Fox Agency, who will address the three conferences on the second day. John Taylor of the law firm of Paul, Weiss, Rifkind, Wharton and Garrison is scheduled to follow Berman in each city.

Leonard Feist, president of the NMPA, will discuss the impact of the new Copyright Law on the organization at each of the conferences.

# 'Nashville USA' To Air Oct. 31 In 150 Markets

NASHVILLE — "Nashville, U.S.A.," a live country music and variety talk show, airs Oct. 31 from the stage of the Grand Ole Opry House and will be carried in more than 150 top markets across the country.

The show will be produced daily and will be hosted by T. Tommy Cutrer, television and country music personality. It will consist of live performances and interviews with major artists, musicians, songwriters and new talent.

"We are going for the excitement of live performances, backed by Nashville's best musicians," according to Lester Vanadore, executive producer of the show.

"Nashville, U.S.A." will be produced in Nashville from 5 a.m. to 6 a.m. in order to be carried live on the east coast at 6 a.m. EST. An unedited tape of the 60-minute program will then be fed to the central time zone at 6 a.m. CST and later to the rest of the country.

# Bergman Elected To CMA Directors' Board

NEW YORK — Barrie Bergman, president of Record Bar, Inc., was elected to the board of directors of the Country Music Association during the recent CMA convention in Nashville.

# Chiantia Leaves Post As NMPA Chairman

NEW YORK — Salvatore T. Chiantia has resigned his position as chairman of the board of directors of the National Music Publishers' Association.

Chiantia will, however, remain as a member of the board. No successor has been named as board chairman.

***YOU DON'T HAVE TO CALL ME MICKEY MANTLE*** *— Elektra/Asylum recording artist Steve Goodman recently played to a capacity crowd at New York's Bottom Line on the same night as the opening game of the World Series. His first show was broadcast live over WNEW-FM, followed the next day by the taping of a segment for ABC-TV's Eyewitness News, for which Goodman performed one of the songs from his latest E/A album, "Say It In Private." Shown backstage at the Bottom Line are (l-r): Mitch Kanner, E/A local promotion, New York; Al Bunetta, Goodman's manager; Ralph Ebler, E/A general manager, east coast; Vince Scelesa and Dick Neer, WNEW-FM air personalities; Tom Morrera, WNEW-FM program director; Goodman; Scott Muni, WNEW-FM program director; and Marty Schwartz, E/A assistant director of national FM promotion.*

# Bar Coding For Records Gets Final OK By UPC Council

*(continued from page 28)*

the jacket spine, but not closer than ¾" to either. No placement specifications for eight-track cartridges or cassettes have yet been made.

— Size — The normal sixe of the series of lines making up the bar code is 1½ inches wide by 1-inch high, referred to as the 100% size. In such cases where a smaller size is necessary, the symbol may be reduced proportionally. The industry optimum guideline adopted by the Industry Code Committee is the 100% size, wnich offers maximum scanability.

— OCR And Human Readability — The OCR font "B" type face will be used on the OCR digits and are to be placed immediately below the UPC symbol, not imbedded in the lower portion of the code, as is done in some other industries. Positioning of the digits will be in a 4-5-1 configuration, i.e., 1234-56789-0.

— Supplemental Code — The UPC system also embraces a supplemental or suffix code and symbol, usually lesser in height than the main symbol. The industry has rejected any uniform industry utilization of this suffix code and symbol, since it usually is not machine-readable with the same equipment that can scan the basic symbol. Any use of the suffix code would be at the sole discretion of individual companies for uses of their own determination, subject to meeting UPC technical requirements.

***Cost To Participants***

Besides the cost of UPC membership, manufacturers and retailers also face other expenses to make the UPC system operational in the record industry, although most believe the high initial costs will be offset in the long run by the potential savings in labor, inventory costs and money lost due to errors at the check-out counter.

Film masters which contain the symbol and number must be obtained to be included with the LP's artwork, and cost an average of $15. Such a film master is necessary for each separate code number, therefore for each separate product, a manufacturer has.

An electronic device used in-house to verify quality control and readability will cost between $3,000 and $8,000. Equipment, portable or fixed, to acquire data via scanning will cost between $4,000 and $8,-000.

For wholesalers and retailers, major expenses may be farther away than those for the manufacturers, if only because it would be uneconomic for merchants to intsall scanning equipment until enough recorded product carries the UPC symbol.

Some scanning devices with keyboards cost between $3,000 and $6,000, while supermarket-type checkout scanning stations cost between $7,500 and $15,000, including registers and in-store minicomputers for data translation.

***European Compatibility***

It is also expected that the UPC system will be compatible with European code systems with a minimum of adjustment. European scanners can read the UPC symbols, although UPC scanning cannot at this time read European codes, which carrie an extra digit. Although the European recording industry itself is only beginning to use the code system, it is believed the problem can be remedied, since many products originating in Europe for importation and sale in the U.S. are first marked with the UPC symbol, not the European code.

Five areas remain in which action has not yet been taken by the industry and are still being reviewed. They are: cartridge and cassette symbol placement; quad disc and tape configuration designation; case and carton symbol use; evaluation of symbol size reduction test results by printing suppliers; and application to other configurations, such as seven-inch single records, 12-inch singles, etc.

According to Gorikov, the joint RIAA/NARM Recording Industry Code Committee "will continue as an ongoing national committee, meeting when needed" and its first priority should be those open matters, as listed above.

Although earlier in the year, Gortikov's projections stated the first product with bar codes might be on the market by fall 1978, Tom Wilson indicated that following UPC Council approval of the suggested system, manufacturers could receive their numbers from DCI in a relatively short time.

At the June 7 bar coding meeting, some manufacturers said they could implement bar coding within a matter of two to three months after being granted manufacturer identification numbers.

"As of now," Gortikov's statement to the industry said, "any company, on a voluntary basis, may apply for membership and for assignment of a manufacturer code number. This would authorize use on product of the numeric code and the related machine-readable bar symbol."

# Capitol 3rd Qtr. Profits Down

*(continued from page 9)*

The corporation's net sales for the three months ending Sept. 30, 1977 were $51.09 million. For the same quarter last year, sale were $50.01 million, $80,000 less than in 1977.

Net income, however, was $2.04 million for the first quarter of fiscal 1978, down $1.12 million, or 35%, from first quarter income in 1977 of $3.16 million. Net income amounted to $.62 per share.

According to Bhaskar Menon, president and chief executive officer of the company, "Higher recording and manufacturing expenses and increased provisions for obsolescence adversely impacted profits in this quarter as compared to the same period last year.

***Gold Records***

"During the quarter, gold awards were achieved on albums by Carole King, Maze and Glen Campbell. The Beatles' 'Hollywood Bowl' album and the latest Natalie Cole album were certified platinum, with Steve Miller's 'Book Of Dreams' album attaining double platinum status."

The financial statement reported that there were 3,298,951 average shares outstanding this year versus 3,303,805 last year. It also said the board of directors declared a quarterly cash dividend of eight cents per share payable December 15, 1977 on shareholders of record Nov. 25, 1977.

# Jukebox Hearings

*(continued on page 9)*

that the compulsory license attaches to the players themselves and not their ownership.

***Wall Boxes, Other Items***

Other areas of contention include fees to be charged for replacement certificates (it was generally agreed in comment letters that they should be supplied, but the cost remains in question), and assignment of license numbers instead of the manufacturer and serial number. But "where else the witnesses will do battle is uncertain," said Baumgarten.

One point on which the office has specifically invited testimony is what provisions should be made in the regulations covering systems of multiple "wall boxes" operating from a remote master unit.

# Cash Box Gospel

## SESAC Awards Song Of Year To 'One Way Flight'

LOS ANGELES — "One Way Flight" was named "Song of the Year" at the annual SESAC Gospel Music luncheon Oct. 4 Nashville's Hyatt Regency hotel as part of the week-long National Quartet Convention.

Approximately 300 gospel music writers, publishers and industry executives witnessed the presentation of six awards for "Songwriter of the Year," "Song of the Year," "Distinguished Service in the Field of Gospel Music," "Humanist," "Broadcast Media" and "Black Gospel Music."

The Reverend Courtney B. Hewlett, Jr. received the "Broadcast Media" award and the National Singing Convention was given the "Distinguished Service" award by SESAC. Dallas Holm was selected as "Songwriter of the Year," while Brock Speer was honored with the "Humanist" award. Clara Ward's "How I Got Over" received the "Black Gospel Music Award."

The luncheon was hosted by A. H. Prager, president of SESAC. Also in attendance from the licensing firm were: Jim Black, director of gospel music; W.F. Myers, vice president and director of international relations; Norman Odlum, vice president and director of copyright administration; A.F. Ciancimino, vice president and counsel; Eddie Morgan, coordinator of copyright services; Brad McCuen, director of country music; and Debby Dunn, administrative assistant.

## Gospel Music Assn. Sets Meetings And Seminars

NASHVILLE — The Gospel Music Association will hold two days of meetings and seminars beginning November 28. The meetings will precede the annual Dove Awards ceremony at the Hyatt Regency Hotel in Nashville, Tennessee.

According to Hal Spenser, chairman of the GMA Special Projects Committee, the activities will begin Monday with a general membership meeting to elect the GMA's new board members. The newly-elected members will, in turn, elect officers for the coming year.

Monday evening, a program of choral music reading will be presented. The participants will include Don Marsh, Benson Company; Jessie Peterson, Lillenas Company; Elwyn Ramer, Triune Music Company; and Jeffrey, Manna Music Company. The program is designed for choir directory and ministers' music and is from 7-10 p.m.

On Tuesday, preceding the Dove Awards ceremony, two GMA-sponsored seminars will be held on songwriting and recording. Participating in the songwriting seminar will be Hal Spenser, Manna Music; Jay Erin Brown, Caananland Music; Ed Benson, Benson Company; Gordon Jensen, songwriter; Mosie Lister, songwriter; and Dottie Rambo, songwriter.

In the afternoon, the seminar on recording will include Marvin Norcross, Caanan Records; Jessie Peterson, Tempo Records; Bob Benson, Sr., Heartwarming Records; Joe Huffam, Mark IV Records; and Bob McKenzie, Paragon Records.

## Ala Enterprises, Otis Form Gospel Label

LOS ANGELES — Ala Enterprises, Inc. and Johnny Otis have jointly established a new gospel label called Gospel Tone. All releases will be produced by Johnny Otis and product will be distributed by Ala Enterprises, Inc.

The label's first release will be an album by the Cavaliers.

*NEW LABEL BOWS — Word, Inc. has added DaySpring Record to its family of labels. DaySpring's first release will include albums by the Imperials, Walt Mills, the Sharretts and Jimmy Miller. Pictured at the signing ceremony are (l-r, standing): Buddy Huey, director of A&R, DaySpring; Jarrell McCracken, president of Word; Dave Will and Russ Taff. Seated (l-r) are: Jim Murray and Armond Morales.*

## Sparrow Records Sold To Candle And Hearn

LOS ANGELES — Sparrow Records, Inc., a contemporary gospel music company, has been sold to Candle and Hearn, Inc., a firm recently formed by Candle Company Music of Texas and Billy Ray Hearn, former executive vice president and founder of Sparrow.

Sparrow was a subsidiary of CHC Corp., a company based in Towson, Maryland with diversified publishing interests. Hearn will become president of Sparrow and Adeline Griffith and Steve Potratz will become assistant to the president and sales manager, respectively.

According to Hearn, since Sparrow's first release 15 months ago, the company has generated more than $1 million in sales from the distribution of 20 albums and six music publications.

Artists recording on the Sparrow label include Barry McGuire, Annie Herring, Keith Green, Danniebelle, Janny Grine, Terry Talbot, John Talbot, Mike and Kathie Deasy and Children of Light. Two other groups, Candle and Kids Of The Kingdom, record on Birdwing, a division of Sparrow.

Sparrow recently announced an agreement with Noel Paul Stookey to serve as the manufacturing and distribution arm of Stookey's Neworld Records. Sparrow's headquarters are at 8587 Canoga Avenue, Canoga Park, California.

## Rev. Douglas LP Tops Nashboro Gospel List

NASHVILLE — The roster of four new gospel releases on Nashboro Records is topped by a new LP from Rev. Isaac Douglas, titled "Special Appearance."

Other new gospel albums include "Storms Of Troubled Times" by the O'Neal Twins, "Now" by Benny Cummings & The King's Temple Choir and "Come On In, The Singing Is Fine" by The Bright Stars.

## Rev. Jones Records Tribute On Jewel Label

ATLANTA — Reverend Johnny L. Jones, pastor of the Second Mount Olive Baptist Church, has recorded a tribute to his late friend the Rev. Leo Daniels, entitled "Where Has He Gone" on Jewel Records.

## Cole Mine Music Opens

LOS ANGELES — Singer/songwriter Johnny Cole and publicist Kay Daye have formed Cole Mine Music, an ASCAP affiliated publishing house at 7985 Santa Monica Blvd., Suite 216, here.

## Jewel Raises LP Prices

SHREVEPORT, LA. — Jewel Records announced that all its gospel albums will now list for $6.98 and all other albums will carry a $7.98 suggested list price. All Jewel eight-track tapes will have a suggested list of $7.98. Singles remain at $1.29.

It was also announced that Jewel will distribute records and tapes on the Vesper label, whose artist roster includes Shirley Caesar and James Cleveland.

## The Sixth Gospel Radio Seminar To Be May 1978

LOS ANGELES — The sixth annual gospel radio seminar is scheduled to take place May 5 and 6 at the Airport Hilton In Nashville and expects to draw more than 100 participants.

"We had 100 seminar registrants last year and we expect to have many more than that this year," according to Jim Black, director of gospel music for SESAC and chairman of the seminar's steering committee.

An open reception will be held the night of May 4, with the seminar scheduled to begin with registration the following morning. A banquet will close the two-day seminar the evening of May 6, with several gospel acts scheduled to perform.

Other members of the steering committee include Matt Stenhauer, Dave Wortman, Tom Walls, Lou Hildreth, Sylvia Mays, Charlie Monk, Biff Collie, Ed Allen, Ken Harding and Don Cusic.

## Rev. Morganfield LP Out

CLARKSDALE, MISS. — Rev. Willie Morganfield, the first gospel artist to sign with Jewel Records in 1962, has a new album on the label with the Bell Grove Choir.

## Top Spiritual Albums

1 **FIRST LADY** SHIRLEY CAESAR (Roadshow RS 744R) (UA)
2 **LIVE AT CARNEGIE HALL** JAMES CLEVELAND (Savoy 7014) (Arista)
3 **TONIGHT'S THE NIGHT** THE GOSPEL KEYNOTES (Nashboro 7187)
4 **LOVE ALIVE** WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5705) (Word)
5 **FROM AUGUSTA WITH LOVE** SWANEE QUINTET (Creed 3077) (Nashboro)
6 **HE'S STANDING BY** INSTITUTIONAL RADIO CHOIR OF BROOKLYN, N.Y. (Savoy 14458) (Arista)
7 **THE COMFORTER** EDWIN HAWKINS SINGERS (Birthright BRS 4020)
8 **JOY** REV. MILTON BRUNSON & THE THOMPSON COMMUNITY CHURCH CHOIR (Creed 3077) (Nashboro)
9 **JAMES CLEVELAND PRESENTS** THE RUTH SCHOEFIELD EDITION (Savoy 14445) (Arista)
10 **STAND UP FOR JESUS** SAVANNAH COMMUNITY CHOIR (Creed 23076) (Nashboro)
11 **MYRNA** MYRNA SUMMERS (Savoy 14446) (Arista)
12 **SEE YOU IN THE RAPTURE** SENSATIONAL NIGHTINGALES (Peacock 59227) (ABC)
13 **JESUS CHRIST IS THE WAY** WALTER HAWKINS (Light 5707) (Word)
14 **GOTTA FIND A BETTER HOME** ANGELIC GOSPEL SINGERS (Nashboro 7178)
15 **RIDE THE SHIP TO ZION** GOSPEL KEYNOTES (Nashboro 7172)
16 **WONDERFUL** EDWIN HAWKINS SINGERS (Birthright BRS 4005)
17 **TRY BEING BORN AGAIN** SOUL SEARCHERS (Nashboro 7190)
18 **THE NEW YORK COMMUNITY CHOIR** (RCA PPLE 2293)
19 **LIVE!** THE DIXIE HUMMINGBIRDS (Peacock 59231) (ABC)
20 **THE SOUL AND SPIRIT CONCERT** REV. MACEO WOODS & THE CHRISTIAN TABERNACLE CHOIR

## Top Inspirational Albums

1 **HOME WHERE I BELONG** B.J. THOMAS (Myrrh 6571) (Word)
2 **MIRROR** EVIE TOURNQUIST (Word WST 8735)
3 **LADY** REBA (Greentree R3430)
4 **GENTLE MOMENTS** EVIE TOURNQUIST ((Word WST 8714)
5 **DASSAS HOLM & PRAISE LIVE** (Greentree R3441)
6 **ALLELUIA** THE BILL GAITHER TRIO (Impact R3408)
7 **FOR HIM WHO HAS EARS TO HEAR** KEITH GREEN (Sparrow 1015)
8 **EVERGREEN** NANCY HONEYTREE (Myrrh MSA 6553)
9 **THIS IS NOT A DREAM** PAM MARK (Aslan ARS 1003)
10 **PRAISE BE TO JESUS** BILL GAITHER TRIO (Impact R3408)
11 **PRAISE II** MARANATHA SINGERS (Maranatha HS 026)
12 **LIVE FROM NASHVILLE** JIMMY SWAGGART (Jim 126) (Word)
13 **LOVE BROKE THRU** PHIL KAEGGY (New Song NS 002) (Word)
14 **A BRAND NEW TOUCH** THE LANNY WOLF TRIO (Impact R3407)
15 **I HAVE RETURNED** KEN COPELAND (Ken Copeland Productions KCP 1002)
16 **RAMBO COUNTRY** RAMBOS (Heartwarming R3429)
17 **ALIVE!** MIKE WARNKE (Myrrh MSA 6561) (Word)
18 **HIS HAND IN MINE** ELVIS PRESLEY (RCA ANL 11319)
19 **THE WORD** KEN COPELAND (Ken Copeland Productions KCP 1003)
20 **SONGS OF THE SOUTH** PAT TERRY (Myrrh MSA 6566) (Word)

# TOP 75 R&B ALBUMS

| | | | Weeks On Chart |
|---|---|---|---|
| 1 | **BARRY WHITE SINGS FOR SOMEONE YOU LOVE** (20th Century T-543) | 1 | 8 |
| 2 | **BRICK** (Bang BLP-409) | 3 | 9 |
| 3 | **IN FULL BLOOM** ROSE ROYCE (Whitfield/WB WH 3074) | 2 | 11 |
| 4 | **SOMETHING TO LOVE** L.T.D. (A&M SP 4646) | 4 | 14 |
| 5 | **TOO HOT TO HANDLE** HEATWAVE (Epic 34761) | 5 | 14 |
| 6 | **STAR WARS AND OTHER GALACTIC FUNK** MECO (Millennium/Casablanca MNLP 8001) | 8 | 9 |
| 7 | **ACTION** THE BLACKBIRDS (Fantasy F-9536) | 10 | 5 |
| 8 | **PATTI LaBELLE** (Epic PE 34847) | 9 | 9 |
| 9 | **SHAKE IT WELL** DRAMATICS (ABC 1010) | 6 | 12 |
| 10 | **COMMODORES** (Motown M7-884R1) | 12 | 31 |
| 11 | **FEELIN' BITCHY** MILLIE JACKSON (Spring/Polydor SP-1-6715) | 15 | 8 |
| 12 | **CARDIAC ARREST** CAMEO (Chocolate City/ Casablanca CCLP 7003) | 13 | 14 |
| 13 | **POWER AND LOVE** MANCHILD (Chi Sound/UA CHLA 795-G) | 14 | 9 |
| 14 | **I REMEMBER YESTERDAY** DONNA SUMMER (Casablanca NBLP 7056) | 11 | 22 |
| 15 | **PART 3** KC & THE SUNSHINE BAND (TK 606) | 7 | 54 |
| 16 | **FOREVER GOLD** THE ISLEY BROTHERS (T Neck/Epic PZ 34462) | 16 | 10 |
| 17 | **SECRETS** CON FUNK SHUN (Mercury SRM-1-1190) | 20 | 8 |
| 18 | **BELIEVE** MASS PRODUCTION (Cotillion/Atlantic SD 9918) | 17 | 12 |
| 19 | **BABY IT'S ME** DIANA ROSS (Motown M7-896R1) | 25 | 4 |
| 20 | **CHOOSING YOU** LENNY WILLIAMS (ABC AB 1023) | 23 | 13 |
| 21 | **ODYSSEY** (RCA APL1-2304) | 29 | 8 |
| 22 | **COME GO WITH US** POCKETS (Columbia PC 34879) | 30 | 5 |
| 23 | **REJOICE** EMOTIONS (Columbia PC 34763) | 16 | 19 |
| 24 | **GOIN' PLACES** MICHAEL HENDERSON (Buddah BDS 5693) | 18 | 12 |
| 25 | **MAZE** (Capitol ST 11607) | 22 | 35 |
| 26 | **SLICK** EDDIE KENDRICKS (Tamla TG 345S1) | 21 | 8 |
| 27 | **RIGHT ON TIME** THE BROTHERS JOHNSON (A&M SP 4644) | 27 | 25 |
| 28 | **THE FLOATERS** (ABC AB 1030) | 24 | 23 |
| 29 | **BENNY AND US** AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105) | 26 | 14 |
| 30 | **NIGHTWINGS** STANLEY TURRENTINE (Fantasy 9534) | 32 | 8 |
| 31 | **LIFELINE** ROY AYERS UBIQUITY (Polydor PD 16109) | 28 | 18 |
| 32 | **EXODUS** BOB MARLEY & THE WAILERS (Island ILPS 9498) | 31 | 21 |
| 33 | **SERGIO MENDES AND THE NEW BRASIL '77** (Elektra 7E 1102) | 34 | 13 |
| 34 | **TURNIN' ON** HIGH ENERGY (Gordy/Motown G6-978S1) | 45 | 3 |
| 35 | **CREAM CITY** AALON (Arista AL 4127) | 36 | 13 |
| 36 | **SEND IT** ASHFORD & SIMPSON (Warner Brothers BS 3088) | 44 | 4 |
| 37 | **PLATINUM JAZZ** WAR (Blue Note/UA BNLA 690 JA) | 35 | 15 |
| 38 | **DELUSIONS** FIRST CHOICE (Gold Mind 7501) | 36 | 7 |
| 39 | **HARD NOT TO LIKE IT** ARCHIE BELL AND THE DRELLS (Philadelphia Intl. PZ 34855) | 37 | 7 |
| 40 | **OPEN UP YOUR LOVE** WHISPERS (Soul Train/RCA BVL 1-2270) | 40 | 16 |
| 41 | **BIG TIME** SMOKEY ROBINSON (Tamla T6-355S1) | 42 | 14 |
| 42 | **THAT'S ALL** INGRAM (H&L HL69021) | 45 | 7 |
| 43 | **DEVIL'S GUN** C.J. & CO. (Westbound/Atlantic WB 301) | 41 | 18 |
| 44 | **BE HAPPY** KELLEE PATTERSON (Shadybrook SB 33-407) | 46 | 16 |
| 45 | **SWEET PASSION** ARETHA FRANKLIN (Atlantic SD 19102) | 33 | 21 |
| 46 | **MENAGERIE** BILL WITHERS (Columbia JC 34909) | 53 | 3 |
| 47 | **LET'S CLEAN UP THE GHETTO** PHIL. INTL. ALL STARS (Philadelphia Intl. JZ 34659) | 39 | 14 |
| 48 | **SKY ISLANDS** CALDERA (Capitol ST 11658) | 50 | 6 |
| 49 | **THE TWO OF US** MARILYN McCOO & BILLY DAVIS JR. (ABC 1026) | 47 | 12 |
| 50 | **THE BEST OF TAVARES** (Capitol ST-11701) | 59 | 4 |
| 51 | **REACH FOR IT** GEORGE DUKE (Epic JE 34883) | 61 | 3 |
| 52 | **MORE STUFF** STUFF (Warner Bros. BS 3051) | 48 | 14 |
| 53 | **TURN THIS MUTHA OUT** IDRIS MUHAMMAD (CTI KU 55) | 52 | 23 |
| 54 | **VILLAGE PEOPLE** (Casablanca NBLP 7064) | 57 | 4 |
| 55 | **GET UP AND DANCE** MEMPHIS HORNS (RCA APL1-2198) | 56 | 5 |
| 56 | **STARTING ALL OVER** PHILIPPE WYNNE (Cotillion SD 9920) | 58 | 3 |
| 57 | **GOIN' PLACES** THE JACKSONS (Epic JE 34835) | -- | 1 |
| 58 | **BEHOLD THE MIGHTY ARMY** NEW BIRTH (Warner Bros. BS 3071) | 65 | 2 |
| 59 | **THE BITCH IS BAD** DENISE LaSALLE (ABC AB 1027) | 65 | 5 |
| 60 | **MOST REQUESTED RHYTHM BAND** (Magic Disc MD110) | 62 | 3 |
| 61 | **NONA HENDRYX** (Epic PE34863) | 63 | 3 |
| 62 | **SONGS IN THE KEY OF LIFE** STEVIE WONDER (Tamla/Motown T13-340C2) | 60 | 55 |
| 63 | **DOIN' IT TO THE BONE** MUSCLE SHOALS HORNS (Arista America ST50021) | 66 | 14 |
| 64 | **BRIDGES** GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4147) | 67 | 8 |
| 65 | **TRUE TO LIFE** RAY CHARLES (Atlantic SD 19142) | -- | 1 |
| 66 | **AFRICAN QUEENS** THE RITCHIE FAMILY (Marlin 2206) | 69 | 4 |
| 67 | **COCOMOTION** EL COCO (AVI 6012) | 70 | 3 |
| 68 | **NEVER LETTING GO** PHOEBE SNOW (Columbia JC 34875) | 68 | 2 |
| 69 | **LOVE IN ALL FLAVORS** RONNIE DYSON (Columbia PC 34866) | 71 | 2 |
| 70 | **GOT TO HAVE YOUR LOVE** FANTASTIC FOUR (Westbound WT 306) | -- | 1 |
| 71 | **A REAL MOTHER FOR YA** JOHNNY GUITAR WATSON (DJM DJLPA-7) | 72 | 3 |
| 72 | **MOONFLOWER** SANTANA (Columbia C2 34914) | -- | 1 |
| 73 | **PORTFOLIO** GRACE JONES (Island ILPS 9470) | -- | 1 |
| 74 | **RUBY, RUBY** GATO BARBIERI (A&M SP 4655) | -- | 1 |
| 75 | **LOVE AND KISSES** (Casablanca/NBLP-7063) | -- | 1 |

# 'The Kat': A New Direction, New Image for Black Radio

**by Carita Spencer**

LOS ANGELES — Three extensive months of research in the Los Angeles Black community has resulted in an entirely new direction for Black radio — totally committed to community involvement, helping find solutions to community problems. On October 10, 1977, a new life form came into existence on Los Angeles AM radio. The new life form is "The Kat," located at 1230 on the AM radio dial.

"The concept of "The Kat"/KKTT (formerly KGFJ) arose initially out of the need to change the call letters of the station because of the passive listener response in the past," explained Don Mac, program director at the station.

"KKTT was selected from a computer printout of available call letters and from there, the idea of 'The Kat' developed as sort of an acronym."

**New Approach**

The new approach to programming which will be a part of the station's complete image change will entail a broader spectrum of music allowing exposure of more product with potential to expose new talent but not distracting from the main objective to entertain.

"Some radio stations have a tendency to just play records," Mac said. "We want to make people aware, let them know that 'The Kat' is here to help them and to get them to take part in what we are doing here."

The image of "The Kat," as advertised on billboards throughout the Black community, is not meant to have a negative connotation. The advertisement, consisting of a black cat closely resembling a panther and a woman holding the animal on a leash, depicts the cat as being very contained, not wild or dangerous.

"It displays the beauty, strength and pride of the Black community," Mac explained.

"This is a very ambitious project. People have been reluctant to believe after years of shuck and jive. We intend to restore credibility to the Black radio image in Los Angeles. There is more to it than just playing the hits."

**Current Issues**

The area of public affairs will be directed towards contemporary and current issues emphasizing the concerns of the 18-34 age group. Carol Carper, (formerly of KKSS in St. Louis) director of community affairs, will be in the community daily, talking with people and coordinating projects.

The news department, under the direction of Ron Dungee, will also reflect a new approach to serving the Black community.

"Black people are tired of hearing the negative part of the news," said Mac. "There is more to the Black community than shootings, stabbings and robberies. We will present the news as information, not as happy talk, accentuating the positive aspects of Black community life."

Mac pointed out that the information staff of "The Kat" will be highly visible in the community "like neighbors," covering areas of interest such as city council meetings and school board meetings. The staff will utilize a mobile unit, complete with a microwave connection which will enable them to immediately relay information to the station. National and international news will be relayed by way of the Mutual Black Network.

**Equipped Mobile Home**

In addition, the Music Machine which is a mobile home equipped with a full range of studio equipment will be used in conjunction with remote or live broadcasts, block parties and various other community oriented projects.

The staff of "The Kat" consists of professional communicators from Dallas, Memphis, Los Angeles, Ontario and Florida working together with consolidated goals in an effort to affluently serve the Black community.

"The Kat' asked the people what they wanted . . ." stated Mac, "This is the result . . . 'The Kat' is takin' it to the street!"

***ACUFUNKTURE SIGNS** — Acufunkture recently signed with Sagittarius Records and have released "Boy Blue" as a single while they are working on their debut LP which is scheduled for release in mid-December. Pictured (l-r) are: Otis Courtney, vice president of Sagittarius Records, and Acufunkture members Bob Franklin, Steve Tisbert, Richard Morton and Richard Safe. Shown seated is Edward Broussard of Acufunkture.*

## Two Jobete Folios Out

LOS ANGELES — Jobete Music Company, Inc. recently announced the publication of two new song folios: "Superhits Of The Superstars" and "Hits Of The Disco Superstars." The superstars publication features a compilation of current songs by contemporary artists such as Linda Ronstadt, Diana Ross, Stevie Wonder, The Commodores and the Captain And Tennille. The disco volume contains material by The Four Seasons, the Miracles and Diana Ross.

## White Single Goes Gold

LOS ANGELES — Barry White's latest single for 20th Century Records, "It's Ecstasy When You Lay Down Next To Me," has achieved gold status, the label recently reported.

## MCA Signs The Wallers

LOS ANGELES — MCA Records has signed the Waller Family, a group of five brothers and sisters from Richmond, Virginia, whose first release is expected to be disco oriented.

# OLIVIA NEWTON-JOH

SAM / CHANGES / IF NOT FOR YOU / LET ME BE THERE / COME ON
SOMETHING BETTER TO DO / HAVE YOU NEVER BEEN MELLOW

A DREAM C

O

MCA

N'S GREATEST HITS
OVER / IF YOU LOVE ME (LET ME KNOW) / I HONESTLY LOVE YO
/ PLEASE MR. PLEASE / DON'T STOP BELIEVIN' / LET IT SHINE
OME TRUE
NEWTON-JOHN'S GREATEST HITS
O N J
N
J
RDS

# Reflections 'N Black

The senational sound of **The Emotions** can be heard on the first Stax single being distributed by Fantasy Records. "Shouting Out Love" was recorded last year and will be included on the forthcoming LP "Sunshine," scheduled to be released later this month by Fantasy.

The latest album from **Rose Royce**, "Rose Royce In Full Bloom," has been certified gold while their hit single "Do Your Dance" is currently number 5, on the **Cash Box**Top 100 R&B chart. Current and future runs of the album on Whitfield Records features different cover artwork from first editions. Content, however, remains the same.

**Ralph MacDonald** is preparing for the release of "The Path," his new LP for TK-Marlin which includes an 18 minute composition of the title tune tracing the musical history of his family from Nigeria to New York. **Bob James** also performs on the historical piece.

The first solo album for **Denny Greene**, the only Black member of 50s rock group **Sha Na Na,** will be released on Midsong International Records this week. In addition, Greene has signed with Fred Jordan Press for a book focusing on the role of Blacks and women in the recording industry entitled "Fighting For A Piece of Babylon."

"Bop Gun (Endangered Species)" from the"Funkentelechy vs The Placebo Syndrome" LP by **Parliment** has been released as a single; meanwhile the P-Funkers are touring the States along with **Cameo** and are scheduled to appear at the L.A. Sports Arena on November 5.

New releases from ABC this month include **The Mighty Clouds Of Joy**, "Live And Direct," "Brand New Day"' from **Blood, Sweat & Tears, Les McCann** "Live At The Roxy" and "Now Is The Time," **Harold Melvin And The Blue Notes**. Also **Eloise Laws** and **Blue Mitchell** both have first releases for ABC entitled "Eloise" and "African Violet," respectively.

**Millie Jackson** will be appearing at Radio City Music Hall, October 21 and 22 along with **The O'Jays**. Jackson's latest album, "Feelin' Bitchy" on Spring Records, is currently number eleven on **CB's** R&B album chart, while the single "If You're Not Back In Love By Monday" is number ten with a bullet on the top 100 R&B chart.

**Pockets**, a group of singer/musicians from Baltimore, Maryland discovered by Verdine White of **Earth, Wind and Fire**, will be on the EW & F tour scheduled to begin this month. Their LP "Come Go With Us" on Columbia Records was produced by White and is presently number 22 with a bullet, on the R&B chart. The two groups are expected to perform before estimated audiences of over one million, with L.A. appearances scheduled for December 7 and 8.

Philadelphia International recording artist **Lou Rawls** recently performed before sold out audiences at the Circle Star Theatre in San Carlos on October 8 and 9 and at a return engagement on the 15th. Rawls is in the midst of preparing for a one-man show on Broadway, scheduled to begin on Thanksgiving Eve for ten days.

Congratulations are in order for **Bobby Colomby** who recently joined Epic records as vice president, west coast A&R . . . also for **Belinda Wilson** on her promotion to artist development director at ABC.

**carita spencer**

# Increased Prices Affect Sales At VIP

**by Carita Spencer**

LOS ANGELES — The move to $7.98 from $6.98 list price by most record manufacturers has, according to Cletus Anderson, president of VIP record stores, decreased his stores' sales by 12 percent but at the same time increased profits by 10 percent, based on figures for August.

The fact that there is a one dollar difference in the shelf price of some albums sometimes prompts consumers to ask questions concerning the prices. Anderson stated that he would like to see manufacturers print the list price on albums because, in his opinion, this would cut down on the questions buyers have. As a temporary solution to the problem, VIP has had to make their own labels which list the manufacturers' suggested retail price.

All eight VIP stores in California sell $7.98 and $6.98 albums for $5.98 and $4.98, respectively, in addition to a weekend special featuring current LPs for $3.59. VIP advertises the special on radio which encourages consumers to come into the store even just to browse around. Chances are they will hear something they like and subsequently make a purchase, Anderson explained.

***Advertising***

A major source of advertising for VIP is radio spots which average about 300 a week, Advertising is paid for on a cooperative basis in conjunction with the manufacturers whereby VIP is reimbursed for money put into advertising. The store also advertises in "Scoop" and "What's Going On," two weekly publications, which are free to the public. In store merchandising displays, produced by manufacturers, can sometimes present a problem because of limited space. This necessitates changing the displays more often, usually every two weeks in order to exhibit them all.

It's no secret that it pays to advertise, but there are times, Anderson pointed out, when this is not applicable.

"We like to spend when people are spending," he said, "When sales are down, we advertise less. When people have less money, generally they aren't in the mood for spending and advertising dollars can easily be wasted."

***Profitable Sales***

Advertising for this past weekend's "VIP's Going Crazy" sale, however, proved to be quite profitable. The store featured a special low price on 10 12 inch disco LPs including Barry White's "Ecstacy . . . " "Do You Want To Get Funky" by Peter Brown, "Brick House" by the Commodores and the Brothers Johnson's "Strawberry Letter 23."

"A lot of people weren't actually familiar with the 12 inch disco LPs, but the ad apparently aroused their curiosity and they came to the store to check it out. The response was overwhelming.

"We specialize in how to sell," explained Anderson. "We cater to our customers' needs; with virtually every LP on hand for their listening pleasure, they know what they are buying."

In addition to the eight stores in California, VIP also has two stores in Jackson and Prentiss, Mississippi where albums retail for one dollar off the list price, because the demand is not as great.

***PIPS*** — *Casablanca recording artists The Pips take time out from recording sessions to perform "Bridge Over Troubled Water" with Art Garfunkel at the taping of Rolling Stone Magazine's 10th Anniversary Show. Shown (l-r) are Edward Patten, William Guest, Garfunkel and Bubba Knight. The Pips' new album, "At Last . . . The Pips," will be released this month.*

## MOST ADDED R&B SINGLES

1. **ANY WAY YOU WANT ME — THE SYLVERS — CAPITOL**
   WDIA, WANT, KYOK, KMJQ, KKTT, WOL, KJLH, XHRM, WBUL, WDAO.
2. **BELLE — AL GREEN — HI**
   WCIN, WAMM, KKTT, KJLH, WTLC, XHRM, WBMX, WJMO.
3. **FFUN — CON FUNK SHUN — MERCURY**
   WJLB, WAMO, WAMM, WVOL, WTLC, WLOU, WBMX.

   **RUNNIN' FOR YOUR LOVIN' — BROTHERS JOHNSON — A&M**
   WDIA, WGIV, WILD, WGOK, WRBD, WTLC, WJMO.

   **GOIN' PLACES — THE JACKSONS — EPIC**
   KYOK, WKND, WXVI, WJPC, WLOU, KKDA, WDAO.

   **SERPENTINE FIRE — EARTH, WIND & FIRE — COLUMBIA**
   KSOL, WKND, KKTT, KDKO, KATZ, WCHB, WDAO.

   **GOT TO HAVE YOUR LOVE — FANTASTIC FOUR — WESTBOUND**
   WANT, KYOK, KDKO, WXVI, WLOU, KKDA, WQMG.
4. **IN A LIFETIME — THE TEMPTATIONS — ATLANTIC**
   WCIN, WAMM, KKTT, WGOK, WCKO, WXVI.

   **YOU DON'T HAVE TO SAY YOU LOVE ME — THE FLOATERS — ABC**
   WJLB, WDIA, WANT, WGOK, WBUL, WJMO.

   **LOVER JONES — JOHNNY GUITAR WATSON — DJM**
   KYOK, WOL, KDKO, WILD, KATZ, KDIA.
5. **VOYAGE TO ATLANTIS — ISLEY BROTHERS — T-NECK**
   WDIA, WGIV, WAMM, WGOK, WDAO.

   **I'M HERE AGAIN — THELMA HOUSTON — TAMLA**
   WGIV, WILD, KJLH, WJPC, WCHB.

   **DO DO WAP IS STRONG IN HERE — CURTIS MAYFIELD — CURTOM**
   WTMP, WJPC, WBUL, WVON, WDAO.

   **WAITING IN VAIN — BOB MARLEY & THE WAILERS — ISLAND**
   KSOL, KATZ, WOL, WXVI, KDIA.

## MOST ADDED R&B LP's

1. **GOIN' PLACES — THE JACKSONS — EPIC**
   WEAM, WDIA, KYOK, WKND, WAMM, WGOK-FM, WRBD.
2. **MENAGERIE — BILL WITHERS — COLUMBIA**
   WESL, KDAY, WAWA, KOKY, KJLH, WBMX.
3. **REACH FOR IT — GEORGE DUKE — EPIC**
   WEAM, WOL, WGOK-FM, WEAA, WBMX.

   **ODDESSY — RCA**
   WGIV, WKND, WCKO, KATZ, KDIA.

   **ACTION — THE BLACKBYRDS — FANTASY**
   WCIN, KDAY, WAWA, KDKO, KATZ.

## MOST ACTIVE R&B SINGLES

1. **SERPENTINE FIRE — EARTH, WIND & FIRE — COLUMBIA**
   Jumps at WQMG ex-30, WJMO 29-19, WLOU 31-18, WTLC 23-19, WILD 22-12, WVOL 29-22, WDAS 20-10, KOKY ex-19, WAWA ex-11, WDIA 23-14, WCIN 15-2, WAMO 17-10, WEAM 7-2, WKND ex-27. Hot at: WGIV, #1 at: XHRM.
2. **YOU CAN'T TURN ME OFF — HIGH INERGY — GORDY/MOTOWN**
   Jumps at WJMO 14-3, WQMG 29-17, WLOU 35-28, WJPC 21-9, KVOV 25-15, KATZ ex-29, WRBD 25-17, WVOL 38-27, KKTT 14-5, KOKY ex-17, KMJQ ex-12, WDIA 26-20, WCIN 31-26, WJLB 27-19.
3. **BACK IN LOVE AGAIN — L.T.D. — A&M**
   Jumps at: WQMG 8-4, WJMO 10-6, WJPC 24-19, KVOV 13-10, KDKO 29-9, WVOL 24-19, KMJQ ex-9, WAWA ex-9, WWRL 8-3, WESL 20-13, WVKO 9-3. #1 at: WCHB, WTLC, WRBD, WCKO, WGOK, KYOK, WDIA, WJLB, WEAM.
4. **JUST FOR YOUR LOVE — MEMPHIS HORNS — RCA**
   Jumps at: KSOL 17-12, WJLB 13-5, WAMO 9-5, KDAY HB-14, WKND 16-11, WAWA 27-23, WAOK 10-5, WDAS 46-42, KATZ 23-17, WJPC 17-13, WQMG 13-9.
5. **DON'T ASK MY NEIGHBOR — THE EMOTIONS — COLUMBIA**
   Jumps at: WLOU 13-7, WJPC 28-22, KATZ ex-27, WILD 27-14, KDKO 23-8, KOKY ex-14, WAWA 37-30, WAMO 16-9, WJLB 37-30, WVKO 29-16. Hitbound at: WEAM.
6. **SOMEBODY'S GOTTA WIN — THE CONTROLLERS — JUANA/TK**
   Jumps at: WVON 24-13, WLOU 39-32, KVOV ex-27, WTLC 24-20, WDAS 47-43, WIGO 28-22, WJLB 36-29. Hitbound or hot at: WOL, WGIV. #1 at: WBUL.
7. **GOIN' PLACES — THE JACKSONS — EPIC**
   Jumps at: KATZ ex-28, WDAS 28-20, WIGO ex-16, KOKY ex-16, KMJQ ex-20, WAWA ex-12, WDIA 24-18, KDAY HB-29, WCIN 34-22.
8. **FUNK FUNK — CAMEO — CHOCOLATE CITY/CASABLANCA**
   Jumps at: WQMG 21-14, WJMO 25-18, WJPC 7-4, KVOV 17-14, KOKY 12-7, WESL 24-18, WJLB 38-31. #1 at: WVOL.
9. **IF IT DON'T FIT — KELLEE PATERSON — SHADYBROOK**
   Jumps at: KATZ PH-16, WDIA 28-21, WCIN 33-27, WESL 18-12, WJLB 21-14, KSOL 23-16, WVKO 30-19.
10. **IF YOU'RE NOT BACK IN LOVE BY MONDAY — MILLIE JACKSON — SPRING**
    Jumps at: WJPC 27-21, WXVI 20-15, WDAS 18-12, WIGO 13-8, WAWA ex-40, WDIA 21-15, WVKO 12-4.

# CASH BOX TOP 100 R&B

October 29, 1977

| | | 10/22 | Weeks On Chart |
|---|---|---|---|
| 1 | **IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME**<br>BARRY WHITE (20th Century T-2350) | 1 | 13 |
| 2 | **BACK IN LOVE AGAIN**<br>L.T.D. (A&M 1974) | 3 | 8 |
| 3 | **DUSIC**<br>BRICK (Bang B-734) | 2 | 10 |
| 4 | **BRICK HOUSE**<br>COMMODORES (Motown M 1425F) | 4 | 9 |
| 5 | **DO YOUR DANCE**<br>ROSE ROYCE (Whitfield/WB WHI 8440) | 6 | 8 |
| 6 | **YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)**<br>HIGH INERGY (Gordy/Motown G-7155) | 8 | 10 |
| 7 | **SHAKE IT WELL**<br>DRAMATICS (ABC 12299) | 5 | 11 |
| 8 | **KEEP IT COMIN' LOVE**<br>KC & THE SUNSHINE BAND (TK 1023) | 7 | 13 |
| 9 | **DO YOU WANNA GET FUNKY WITH ME**<br>PETER BROWN (Drive/TK 6258) | 9 | 17 |
| 10 | **IF YOU'RE NOT BACK IN LOVE BY MONDAY**<br>MILLIE JACKSON (Spring/Polydor 175) | 12 | 9 |
| 11 | **LADY OF MAGIC**<br>MAZE FEATURING FRANKIE BEVERLY (Capitol 4456) | 10 | 13 |
| 12 | **FUNK FUNK**<br>CAMEO (Chocolate City/Casablanca CC 011 DJ) | 15 | 7 |
| 13 | **JUST FOR YOUR LOVE**<br>MEMPHIS HORNS (RCA PB 11064) | 19 | 8 |
| 14 | **HEAVEN ON EARTH**<br>SPINNERS (Atlantic 3425) | 14 | 8 |
| 15 | **SERPENTINE FIRE**<br>EARTH, WIND & FIRE (Columbia 3-10625) | 34 | 3 |
| 16 | **I FEEL LOVE**<br>DONNA SUMMER (Casablanca NB 884) | 11 | 24 |
| 17 | **THE WHOLE TOWN'S LAUGHING AT ME**<br>TEDDY PENDERGRASS (Phila. Intl./CBS 3633) | 16 | 9 |
| 18 | **STAR WARS THEME**<br>MECO (Millennium/Casablanca 604) | 21 | 10 |
| 19 | **I JUST WANT TO BE YOUR EVERYTHING**<br>ANDY GIBB (RSO/Polydor 872) | 18 | 12 |
| 20 | **DON'T ASK MY NEIGHBORS**<br>EMOTIONS (Columbia 10622) | 28 | 7 |
| 21 | **DON'T BE AFRAID**<br>RONNIE DYSON (Columbia 10599) | 20 | 9 |
| 22 | **DISCO 9000**<br>JOHNNIE TAYLOR (Columbia 3-10610) | 24 | 7 |
| 23 | **IF IT DON'T FIT, DON'T FORCE IT**<br>KELLEE PATTERSON (Shadybrook 1041) | 26 | 7 |
| 24 | **RUNNING AWAY**<br>ROY AYERS UBIQUITY (Polydor 14415) | 25 | 9 |
| 25 | **GOT TO HAVE YOUR LOVE**<br>FANTASTIC FOUR (Westbound/WB 34090) | 29 | 7 |
| 26 | **GOIN' PLACES**<br>THE JACKSONS (Epic 50454) | 35 | 4 |
| 27 | **A STAR IN THE GHETTO**<br>AWB & BEN E. KING (Atlantic 3427) | 27 | 8 |
| 28 | **SEND IT**<br>ASHFORD & SIMPSON (Warner Bros. 8453) | 38 | 7 |
| 29 | **ANOTHER STAR**<br>STEVIE WONDER (Tamla/Motown 54286) | 13 | 9 |
| 30 | **WE NEVER DANCED TO A LOVE SONG**<br>THE MANHATTANS (Columbia 10586) | 17 | 15 |
| 31 | **CREAM CITY**<br>AALON (Arista ASO249) | 33 | 10 |
| 32 | **LET ME KNOW**<br>SPECIAL DELIVERY (Shield/TK 6370) | 31 | 16 |
| 33 | **WAITING IN VAIN**<br>BOB MARLEY & THE WAILERS (Island IS-092) | 39 | 6 |
| 34 | **BOOGIE NIGHTS**<br>HEATWAVE (Epic 8-50370) | 23 | 17 |
| 35 | **THEME FROM THE BIG TIME (PART 1)**<br>SMOKEY ROBINSON (Tamla T 54288F) | 38 | 7 |
| 36 | **SOMEBODY'S GOTTA WIN, SOMEBODY'S GOTTA LOSE**<br>THE CONTROLLERS (Juana/TK 3414) | 46 | 4 |
| 37 | **THE GREATEST LOVE OF ALL**<br>GEORGE BENSON (Arista 251) | 22 | 15 |
| 38 | **DOCTOR LOVE**<br>FIRST CHOICE (Gold Mind/Salsoul 4004) | 37 | 13 |
| 39 | **SHOO-DOO-FU-FU-OOH**<br>LENNY WILLIAMS (ABC AB 12300) | 40 | 8 |
| 40 | **ANY WAY YOU WANT ME**<br>THE SYLVERS (Capitol 4493) | 51 | 3 |
| 41 | **I'VE NEVER BEEN TO ME**<br>NANCY WILSON (Capitol 4476) | 42 | 7 |
| 42 | **JUST LET ME HOLD YOU FOR A NIGHT**<br>DAVID RUFFIN (Motown M 1420) | 32 | 14 |
| 43 | **SUPER SEXY**<br>LEON HEYWOOD (MCA 40793) | 47 | 5 |
| 44 | **OOH BABY BABY**<br>SHALAMAR (Shalamar/Soultrain SB 11045) | 43 | 11 |
| 45 | **LOVER JONES**<br>JOHNNY GUITAR WATSON (DJM DJUS 1029) | 53 | 4 |
| 46 | **I'M AT THE CROSSROADS**<br>VERNON GARRETT (ICA 003) | 50 | 6 |
| 47 | **ALL YOU GOT**<br>TYRONNE DAVIS (Columbia 3-10604) | 49 | 5 |
| 48 | **BETCHA NEVER BEEN LOVED (LIKE THIS BEFORE)**<br>THE DELLS (Mercury 73901) | 48 | 13 |
| 49 | **ONE STEP AT A TIME**<br>JOE SIMON (Spring SP 176) | 52 | 5 |
| 50 | **GLAD YOU COULD MAKE IT**<br>ARCHIE BELL (Phila. Intl. ZS8-3632) | 45 | 8 |
| 51 | **LOOK WHAT YOU'VE DONE TO MY HEART**<br>MARILYN McCOO & BILLY DAVIS, JR. (ABC AB 12298) | 41 | 12 |
| 52 | **I CAN'T UNDERSTAND**<br>MEADOW BROTHERS (Kayvette 5132) | 55 | 7 |
| 53 | **GET INTO YOUR LIFE**<br>BELOYD (20th Century TC-2353) | 59 | 4 |
| 54 | **JOY TO HAVE YOUR LOVE**<br>PATTI LaBELLE (Epic 8-50445) | 61 | 4 |
| 55 | **THE QUIET VILLAGE**<br>THE RITCHIE FAMILY (Marlin MAR-3316-A) | 56 | 6 |
| 56 | **NATIVE NEW YORKER**<br>ODDESSY (RCA PB11129) | 53 | 3 |
| 57 | **WHEN I THINK ABOUT YOU**<br>ARETHA FRANKLIN (Atlantic 3418) | 36 | 11 |
| 58 | **GOTTA GET A HOLD ON ME**<br>MARGIE ALEXANDER (Chi-Sound/UA 1033) | 60 | 5 |
| 59 | **WE GONNA PARTY TONIGHT**<br>WILLIE HUTCH (Motown 1424) | 58 | 11 |
| 60 | **I'M HERE AGAIN**<br>THELMA HOUSTON (Tamla/Motown 54287) | 71 | 4 |
| 61 | **DO DO WAP IS STRONG IN HERE**<br>CURTIS MAYFIELD (Curtom CMS 0131) | 69 | 4 |
| 62 | **DON'T TAKE HER FOR GRANTED**<br>RON HENDERSON (Chelsea CH 3067) | 65 | 8 |
| 63 | **I'M AFRAID TO LET YOU INTO MY LIFE**<br>FREDDIE WATERS (October 1011) | 64 | 14 |
| 64 | **I BELIEVE YOU**<br>DOROTHY MOORE (Malaco/TK 1042) | 57 | 19 |
| 65 | **I CAN'T HELP IT**<br>MICHAEL HENDERSON (Buddah/RCA DA 578) | 54 | 14 |
| 66 | **LOVELY DAY**<br>BILL WITHERS (Columbia 3-10627) | 72 | 2 |
| 67 | **IT TOOK A WOMAN LIKE YOU**<br>MISTIQUE (Curtom CMS-0130) | 70 | 5 |
| 68 | **HAVING A PARTY**<br>THE POINTER SISTERS (ABC/Blue Thumb BT-275) | 75 | 2 |
| 69 | **BELLE**<br>AL GREEN (Hi H-77505) | -- | 1 |
| 70 | **THIS TIME WE'RE REALLY THROUGH**<br>ELEANOR GRANT (Columbia 10617) | 78 | 5 |
| 71 | **YOU'RE WHAT I NEED**<br>DYNAMIC SUPERIORS (Motown M-1428F) | 73 | 3 |
| 72 | **RUNNIN' FOR YOUR LOVIN'**<br>THE BROTHERS JOHNSON (A&M 1982-S) | 89 | 2 |
| 73 | **INVITATION TO THE WORLD**<br>JIMMY BRISCOE AND THE BEAVERS (TK/Wanderick 70001) | 77 | 3 |
| 74 | **COULD HEAVEN EVER BE LIKE THIS**<br>IDRIS MUHAMMAD (Kudu/CTI 939) | 80 | 3 |
| 75 | **BOP GUN (ENDANGERED SPECIES)**<br>PARLIAMENT (Casablanca NB 900) | 86 | 2 |
| 76 | **LAY IT ON ME**<br>SYLVIA (All Platinum/Vibration V 1570) | 81 | 3 |
| 77 | **I BELIEVE IN MUSIC**<br>MASS PRODUCTION (Cotillion 44221) | 76 | 3 |
| 78 | **FFUN**<br>CON FUNK SHUN (Mercury 73959) | -- | 1 |
| 79 | **IN A LIFETIME**<br>THE TEMPTATIONS (Atlantic 3436) | -- | 1 |
| 80 | **ROOTS OF LOVE**<br>QUIET ELEGANCE (Hi H-77503) | 82 | 6 |
| 81 | **RIGHT PLACE, WRONG TIME**<br>BOBBY PATERSON (All Platinum 2371) | 74 | 5 |
| 82 | **MELODIES**<br>MADE IN U.S.A. (Delite 1594) | 87 | 3 |
| 83 | **I'M AN OUTLAW**<br>CHICAGO GANGSTERS (Gold Plate/Amherst 1954) | 79 | 7 |
| 84 | **YOU DON'T HAVE TO SAY YOU LOVE ME**<br>THE FLOATERS (ABC AB12314) | -- | 1 |
| 85 | **EVERLASTING LOVE**<br>RUFUS FEATURING CHAKA KHAN (ABC 12296) | 66 | 13 |
| 86 | **SORRY DOESN'T ALWAYS MAKE IT RIGHT**<br>GLADYS KNIGHT AND THE PIPS (Buddah 584) | -- | 1 |
| 87 | **DEEPER**<br>NEW BIRTH (Warner Brothers WBS 8422) | 90 | 2 |
| 88 | **WHAT I DID FOR LOVE**<br>INNER CITY JAM BAND (Bareback BBR-535) | 96 | 2 |
| 89 | **HAVE ALL THE FUN YOUR BODY CAN STAND (PT. 1)**<br>WEE-GEE (Juney 531) | 92 | 4 |
| 90 | **THEME FROM STARSKY & HUTCH**<br>RHYTHM HERITAGE (ABC 12273) | 91 | 4 |
| 91 | **YOU NEED TO BE LOVED**<br>JERMAINE JACKSON (Motown M 1409F) | 94 | 2 |
| 92 | **VOYAGE TO ATLANTIS**<br>THE ISLEY BROTHERS (T-Neck/Epic ZS 82270) | -- | 1 |
| 93 | **LET ME BE THE ONE**<br>PLEASURE (Fantasy F-803-A-M) | 95 | 3 |
| 94 | **FUNKY MONKEY**<br>MANDRILL (Arista AS0274) | 99 | 2 |
| 95 | **I FOUND LOVE (NOW THAT I'VE FOUND YOU)**<br>LOVE AND KISSES (Casablanca 894) | 97 | 3 |
| 96 | **I JUST WANNA BE THE ONE (IN YOUR LIFE)**<br>WATERS (WB WBS 8437) | 93 | 4 |
| 97 | **DANCE DANCE DANCE**<br>CHIC (Atlantic 3435) | -- | 1 |
| 98 | **A PIECE OF THE ACTION**<br>MAVIS STAPLES (Curtom CMS 0132) | -- | 1 |
| 99 | **SHO' NUFF MUST BE LOVE**<br>THE YOUNGHEARTS (ABC AB-12306) | 100 | 2 |
| 100 | **SOLAR FLIGHT (OPUS 1)**<br>MANDRE' (Motown M1429F) | -- | 1 |

## ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

All You Got (Blackwood/Content — BMI) ..... 47
Another Star (Jobete/Black Bull — ASCAP) ..... 29
Any Way You (Rosy — ASCAP) ..... 40
A Piece Of (Mayfield Music/Primus Artists Music/Verdon Music — BMI/All Rts. Admin. By Warner-Tamberlane Pub. Corp — BMI) ..... 98
A Star In (Hot Stuff — BMI) ..... 27
Back In Love (Ice Man Music — BMI) ..... 2
Belle (Joc Pub. & Al Green Music, Inc. — BMI) ..... 69
Betcha Never Been (Six Strings — BMI) ..... 48
Boogie (Rondor/Almo — ASCAP) ..... 34
Bop Gun (Rick's/Malbiz — BMI) ..... 75
Brick House (Jobete/Commodores — ASCAP) ..... 4
Could Heaven Ever (Char-Liz — BMI) ..... 74
Cream City (Milwaukee Music — BMI) ..... 31
Dance, Dance (Cottilon Music/Kreimer Music — BMI) ..... 97
Deeper (Screen Gems-EMI — BMI/Colgems-EMI — ASCAP) ..... 87
Disco 9000 (Jonta Music Pub. — BMI) ..... 22
Doctor Love (Lucky Three/Six Strings — BMI) ..... 38
Do Do Wap (Mayfield/Short Eyes — BMI) ..... 61
Don't Ask My (Unichappell — BMI) ..... 20
Don't Be Afraid (Jay's Enterprises/Chappell — ASCAP) ..... 21
Don't Take Her (People Pleaser — BMI) ..... 62
Do Your Dance (Warner/Taberlane — BMI) ..... 5
Do You Wanna (Sherlyn/Decibel — BMI) ..... 9
Dusic (Caliber/Good High — ASCAP) ..... 3
Everlasting (Amer. B'casting/Mother Pearl/Dennis Earl — ASCAP) ..... 85
Ffun (Vai-le Joe Music — BMI) ..... 78
Funk Funk (Better Days Music — BMI) ..... 12
Funky Monkey (Mandrill Music Inc. — ASCAP) ..... 94
Get into Your (Filet Music Inc./20th Century — ASCAP) ..... 53
Glad You Could (Mighty Three — BMI) ..... 50
Goin' Places (Mighty Three — BMI) ..... 26
Got To Have (Bridgeport Music Inc. — BMI) ..... 25
Gotta Get (AOPA — ASCAP, SIFO — BMI) ..... 58
Have All The Fun (Lehise Pub. — BMI) ..... 89
Having A Party (Kags Music Corp. — BMI) ..... 68
Heaven On Earth (Mighty Three — BMI) ..... 14
I Believe In (Pepper Music — ASCAP) ..... 77
I Believe You (Musicways/Flying Addrisi — BMI) ..... 64
I Can't Help It (Electrocord — ASCAP) ..... 65
I Can't Understand (Kayvette — BMI) ..... 52
I Feel Love (Rick's — BMI) ..... 16
I Found Love (Welbeck — ASCAP) ..... 95
If It Don't (Funks Bump — BMI) ..... 23
If You're Not Back (Tree — BMI) ..... 10
I Just Wanna (Meadow Ridge Music — ASCAP) ..... 96
I Just Want (Stigwood/Unichappell — BMI) ..... 19
I'm Afraid (Aakh — ASCAP/All Night — BMI) ..... 63
I'm An Outlaw (Jimi Mac/Harlem Music — BMI) ..... 83
I'm At The (Alzert — BMI) ..... 46
I'm Here (Jobete — ASCAP/Stone Diamond — BMI) ..... 60
In A Lifetime (Burma East Music — BMI) ..... 79
Invitation To The (Sherlyn/Wanderick — BMI) ..... 73
It Took (Song Tailors Music Co. — BMI) ..... 67
It's Ecstasy (Sa-Vette — BMI) ..... 1
I've Never (Stone Diamond Music Inc. — BMI) ..... 41
Joy To Have (Radic Music — ASCAP/Polo Grounds/Gospel Birds, Inc. — BMI) ..... 54
Just For Your (Penneford Music — ASCAP) ..... 13
Just Let Me Hold (Charles Kipps — BMI) ..... 42
Keep It Comin' (Sherlyn/Harrick — BMI) ..... 8
Lady Of Magic (Pecle — BMI) ..... 11
Lay It On (Gambi — BMI) ..... 76
Let Me Be (Funky P.U./At Home — ASCAP ..... 93
Let Me Know (Sherlyn — BMI) ..... 32
Look What (Screen Gems-EMI/Traco — BMI/Colgems — EMI) ..... 51
Lovely Day (Golden Withers Chappel — BMI) ..... 66
Lover Jones (Vir-Jon — BMI) ..... 45
Melodies (Delightful Music/Cabrini Pub. — BMI) ..... 82
Native New Yorker (Feathebed Mus./Desideratia Mus./Unichappell Mus. — BMI) ..... 56
One Step (Teddy Radazzo Music — BMI) ..... 49
Ooh Baby Baby ..... 44
Right Place (Gambi — BMI) ..... 81
Roots Of (Gre-Jac Music/Butler Music — BMI) ..... 80
Running' For (Kidada Music/Goulgris — BMI) ..... 72
Running Away (Roy Ayer Ubiquity/Michelle/Bird — ASCAP) ..... 24
Send It (Nick-O-Val — ASCAP) ..... 28
Serpentine Fire (Saggifire / Free Delivery — BMI) ..... 15
Shake It Well (Groovesville — BMI/Conquistador — ASCAP) ..... 7
Shoo-Doo (Len-Lon Music — BMI) ..... 39
Sho' Nuff (Almo Music/Rondor Music Ltd.) ..... 99
Solar Flight (Jobette Music Co., Inc — ASCAP) ..... 100
Somebody's Gotta Win (Every Knight — BMI) ..... 36
Sorry Doesn't (Jobette Music — BMI) ..... 86
Star Wars (Fox Fanfare — BMI) ..... 18
Super Sexy (Jim Edd — BMI) ..... 43
The Greatest Love Of (Columbia Pictures — BMI) ..... 37
Theme From Big Time (Bertram Music — ASCAP) ..... 35
Theme From Starsky & Hutch (Spellgold — BMI) ..... 90
The Quiet Village (Atlantic Music/Granson Music) ..... 55
The Whole Town's (Mighty Three — BMI) ..... 17
This Time (Muscle Shoals — BMI) ..... 70
Voyage To (Bovina Music, Inc. — ASCAP) ..... 92
Waiting In Vain (Bob Marley/Almo — ASCAP) ..... 33
We Gonna Party (Stone Diamond — BMI) ..... 59
We Never (Manhattans/Blackwood — BMI) ..... 30
What I Did (American Compass Music Corp.— ASCAP/Wren Music Co. — BMI) ..... 88
When I Think About (Springtime — BMI) ..... 57
You Can't Turn (Jobete Music — ASCAP) ..... 6
You Don't Have (Miller Music Corp. — ASCAP) ..... 84
You Need To (Jobette Music Co. Inc. — ASCAP/Stone Diamond Music Corp. — BMI) ..... 91
You're What I Need (Holland-Dozier-Holland, Inc./Jobete Music Co., Inc. — ASCAP) ..... 71

# RETAIL LP SELLING PRICES

## Atlanta

At **Turtle's Records and Tapes** (3 locations), these features: all Capitol LPs on sale; seven Capitol releases, including the latest LPs by Klaatu and the Little River Band, for $3.77; and five Capitol "Touch Me Tapes" ($7.98 list) for $5.99. (*Atlanta Journal and Constitution*, October 15).

## Baltimore

At **Korvettes** (4 locations), these features: multi-label sale (including A&M, RCA, UA, ABC, CBS, Island and Casablanca) for $3.99/$5.99 tape; all $7.98 list LPs on these labels for $4.99/$5.99 tape; and "Elvis In Concert" (2 LPs/$13.98 list) for $7.98. At **Harmony Hut** (3), these features: five Capitol releases, including the latest LPs by Klaatu, Bob Welch and Bill Cosby, for $3.99/$5.99 tape; the latest LP by Steve Miller ($7.98 list) for $4.99/$5.99 tape; seven Angel releases by Rostropovich ($7.98 list) for $4.99 per disc; and Rostropovich plays "Tchaikovsky: The Six Symphonies" for $24.95. At **Recordmasters** (3), all Columbia Masterworks LPs ($7.98 list) for $5.19 per disc, or two LPs for $9.98. At **Record and Tape Collector** (5), the latest LP by Rex and "Rex" for $3.94/$5.79 tape. (Sunday *Baltimore Sun*).

## Boston

At **Jordan Marsh** stores, "You Light Up My Life" by Debby Boone ($7.98 list) for $4.79/$5.99 tape. (*Boston Sunday Globe*).

## Chicago

At **Korvettes** (6 locations), same ad with identical features and prices that appear in Baltimore. (Sunday *Chicago Sun-Times* and Sunday *Chicago Tribune*).

## Cincinnati

No ads in the Sunday *Cincinnati Enquirer*.

## Cleveland

At **Record Gallery** (2 locations), these features: the latest LPs by Lake and Dave Mason for $3.99/$4.99 tape; and the latest LPs by Barbra Streisand, James Taylor and Chicago ($7.98 list) for $4.99 per LP or tape. At **Higbee's** stores, all-label sale for 15% off list price. (*Cleveland Plain Dealer*, October 14 and 16).

## Dallas

At **Sanger Harris** stores, 18 CBS C&W releases, including the latest LPs by Johnny Cash, Earl Scruggs, Moe Bandy, Kris Kristofferson, Bobby Borchers, Tanya Tucker and Lynn Anderson, for $4.49/$5.49 tape. (*Dallas Morning News*, Oct. 14).

## Denver

No ads appeared in the Sunday *Denver Post*.

## Detroit

At **Montgomery Ward** stores, 21 CBS "Winning Season" releases, including the latest LPs by Crawler, the Emotions, Kris Kristofferson, the O'Jays and Ram Jam ($6.98 list), and Barbra Streisand, James Taylor, Boz Scaggs, Ted Nugent and Boston ($7.98 list), all for $5.44/$6.44 tape. (Sunday *Detroit News*).

## Kansas City

No ads appeared in the Sunday *Kansas City Star*.

## Los Angeles

At the **Wherehouse** (42 locations), 13 CBS releases, including the latest LPs by Chicago, Barbra Streisand, George Duke, the Emotions and Kansas ($7.98 list) for $4.97 LP or tape, tied to "Winning Season" campaign; six CBS releases, including the latest LPs by Karla Bonoff, Jane Olivor, Patti LaBelle and Dave Mason, for $3.96/$4.97 tape; the latest release by Santana ($9.98 list) for $6.99 LP or tape; the latest release by the Carpenters ($7.98 list) for $4.97 LP or tape; and the latest release by the Dwight Twilley Band ($7.98 list) for $4.97 LP or tape. At **Licorice Pizza** (17), the latest releases by Phoebe Snow, the Blackbyrds and Paul Williams ($7.98 list) for $4.69/$4.99 tape; and $1 off on all import LPs regularly priced at $4 or more. At **Tower** (4), the soundtrack to "You Light Up My Life," no price included. (Sunday *Los Angeles Times*).

## Miami

No ads appeared in the Sunday *Miami Herald*.

## New Orleans

No ads appeared in the Sunday *New Orleans Times-Picayune*.

## New York

At **Record Hunter**, these features: all "Top 100 pop, R&B, jazz, disco and C&W" LPs always for $3.68; $7.98 list LPs in these categories always for $4.48; 15 classical LPs ($7.98 list) for $3.98; and all Columbia classical discs for $4.19. At **Korvettes** (30), these features over four pages: multi-label sale (including CBS, A&M, RCA, ABC, UA, Midsong, Motown, and Arista) for $3.99/$5.99 tape; all $7.98 list LPs on these labels for $4.99/$5.99 tape; four "super specials," including the latest LPs by Diana Ross, Marvin Gaye, and Heart and the soundtrack to "Rocky" ($7.98 list) for $3.88; The Rolling Stones' "Hot Rocks" (2 LPs/$11.98 list) for $6.99/$9.99 tape, and all $6.98 list Stones LPs for $3.99. At **Sam Goody** (16), these features over four pages: multi-label sale (including E/A, Island, RSO, Mercury and Polydor) for $4.29/$5.99 tape; all $7.98 list LPs on these labels for $5.29; six Capitol LPs, including the newest albums by Bob Welch and Klaatu for $3.99; the latest LPs by Andy Gibb and Roy Ayers ($7.98 list) for $4.99; assorted 2-LP budget sets, including the "Best Of Lawrence Welk" ($7.98 list), for $4.99; a full page promoting five A&M LPs, including the latest LPs by Gato Barbieri and Joan Armatrading ($7.98 list) for $4.99 and Nils Lofgren and Peter Allen (both 2 LPs/$8.98 list) for $5.99; and a WEA "Star Fleet" sale, including five releases by Yes, Foreigner, Ringo Starr, Steve Martin and Linda Ronstadt ($7.98 list), for $5.19; the latest LPs by Rose Royce and Shaun Cassidy for $3.99; the latest LP by Judy Collins (2 LPs/$9.98 list) for $6.99; and the latest release by Harry Chapin (2 LPs/$11.98 list) for $8.49 (Sunday *New York Times*).

## Philadelphia

At **Korvettes** (6 locations), same ad with the identical features and prices that appeared in Baltimore. At **Listening Booth** (9 locations), these features: the latest album by Elton John and Diana Ross ($7.98 list) for $4.88; seven A&M albums, including the latest albums by Peter Frampton, The Brothers Johnson, and Rita Coolidge (all $7.98 list), for $4.88. At **Sam Goody** (10 locations) all-label sale for $4.29/$5.29 for $7.98 list; and "You Light Up My Life" on Arista ($7.98 list) for $4.99/$5.49 tape. (Sunday *Philadelphia Inquirer* and the Sunday *Bulletin*).

## Pittsburgh

No ads appeared in the Sunday *Pittsburgh Press*.

## Portland

At **Fred Meyer** stores, "The Elvis Tapes" for $3.99/$4.99 tape. (*The Sunday Oregonian*).

## St. Louis

At **J.C. Penney** stores, the soundtrack to Walt Disney's "The Rescuers" for $4.89. CBS ad prompting the latest LP by the Charlie Daniels Band, tied to his upcoming area concert, tagged to in-store appearance at **Target**. (*St. Louis Post Dispatch*, October 13 and 16, and the Sunday *St. Louis Globe Democrat*).

## San Diego

At the **Wherehouse** (12 locations), same ad with identical features and prices that appeared in Los Angeles, with Carpenters and Twilley Band LPs omitted. (Sunday *San Diego Union*).

## San Francisco

At the **Wherehouse** (19 locations), same ad with identical features and prices that appeared in San Diego. At **Odyssey** (5), 10 Columbia Masterworks releases, including albums by Berman, Stokowski, Bernstein and The Morman Tabernacle Choir ($7.98 list) for $4.77. At **Rainbow**, "Grand Opening" sale featuring the latest releases by Chicago, Art Garfunkel and The Jacksons ($7.98 list) for $4.77; the latest release by Dave Mason for $3.77; and selected CBS releases for two for $6. At Tower (3), the soundtrack to "You Light Up My Life" ($7.98 list) for $4.99. (Sunday *San Francisco Examiner & Chronicle*).

## Seattle

No ads appeared in the Sunday *Seattle Times*.

## Washington

At **Waxie Maxie** (15 locations), "Elvis In Concert" (2 LPs/$13.98 list) for $7.88/$9.88 tape. At **Discount Books and Records** (3), all operas and operetta recordings for 35% off list price. At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore. At **Harmony Hut** (7), same ad with the identical features and prices that appeared in Baltimore. (Sunday *Washington Post*).

*(All information in the above chart gathered from October 16 editions unless otherwise indicated).*

# Pickwick Branch Buyers, Dealers Work To Eliminate Bottlenecks

**by Mark Mehler**

MINNEAPOLIS, MINN. — In an effort to increase communication between store managers in the Pickwick Retailing Division and branch buyers in the Rack Services Division, a meeting was held here three weeks ago at which a number of new programs were initiated.

At the recent Pickwick Retail Convention in Wisconsin, several store managers complained that they were occasionally forced to buy direct for their individual outlets in order to remain fully competitive (**Cash Box**, September 10). Pickwick officials have generally discouraged direct buying by store personnel and one manager noted that "you either buy from Minneapolis or Stick your neck out."

Jan Jordan, the buyer for the distribution division in Minneapolis, as well as the tape buyer for the racks, described the recent session with branch buyers from both the distribution and rack units.

"It was a problem that had to be alleviated, this lack of communication between the grass-roots level and wholesale buyers. In some cases, the managers have found it necessary to buy certain product themselves. We don't encourage that. The answer is for the buyers to have a feel for each store and what it needs." Jordan noted that examples of this direct buying were Discount Records store managers purchasing certain hot, classical albums, or esoteric "off the wall" items, like bluegrass, in stores that cater to this business.

"We've started an open-line communication program with a regular newsletter going out to the stores," she said. "Plus we've made changes in systems allocations (that will allow more flexibility in buying)."

"I think we've resolved much of the problem," she concluded.

At the Wisconsin convention, store managers were informed of a new policy by which, in rare instances, Discount and Musicland managers could obtain product by calling national headquarters instead of their local branches. Headquarters personnel would purchase the product and arrange for it to be drop shipped to the individual stores.

The following items will insure continued trouble-free operation of Atari games:

• The audio amplifier in use is the TDA-1004. During normal operation this device generates considerable heat. It is therefore important that the TDA-1004 has adequate heat sinking. The correct heat sink is a "U" shaped piece of copper approximately 1 inch tall. Atari P/N 009470-01. The heat sink is bonded to the IC with a compound called BIPAC TRA-Bond. Atari P/N 78-13016. The incorrect heat sink could result in damage to the PCB due to excessive heat.

• To insure that the potentiometers are wired correctly and are working correctly on the Starship I controls, perform the following procedure:

1. Use a VOM (volt ohm meter) and set the dial to R X 100. (OHMs scale).

2. Zero the meter by touching the probes together and adjusting the "zero ohms" dial so the meter reads zero ohms resistance.

3. Place black probe on pin # 9 g control panel harness connector. Place red probe on Pin # 1 of connector.

4. Simulate a dive by moving flight control completely forward. When mounted in the game, this means pushing control wheel up. The VOM reading should be approximately 2.7k ohms.

5. Simulate a climb by moving control all the back (down). VOM should read approximately 2.1k ohms.

6. Place black probe on pin # 7 and red probe on pin # 2. Turn controls to the left (counter-clockwise). VOM should read approximately 2.1 K ohms.

7. Turn to right (controls fully clockwise). VOM should read approximately zero ohms.

• On Starship I, to keep the linkage arm (P/N A009525-01) from binding and consequently from breaking, perform the following check and adjustment if necessary. (see Fig. 1)

1. The two planes indicated must be parallel to prevent binding.

2. If these two planes are not parallel, loosen the two screws and the bracket will move. Adjust it as required and tighten the screws.

3. If possible, insure that the screws are torqued to 20 inch pounds ±½inch pounds. This will insure that they do not loosen and cause misalignment problems.

# Tomato Switches To Progress In Chicago

NEW YORK — Tomato Records has changed distributors in Chicago from MS Distributors to Joe Simone's Progress Distributors, Inc. Harold Davis heads the Chicago Progress operation.

# Butterfiy Picks Pacific For N. Calif. Distribution

LOS ANGELES — Pacific Records and Tapes has signed an agreement to distribute product by Butterfly Records in San Francisco, San Jose and the Sacramento area.

# Cash Asks $1 Mil. In Suit Against Yashica

LOS ANGELES — Johnny Cash has filed a $1,000,000 lawsuit against Yashica Inc. in U.S. district court here charging that the New Jersey-based firm used his vocal style, phrases from his songs and song titles in a Yashica radio commercial without his consent. In addition, Cash has asked Judge Irving Hill for a restraining order against Yashica.

# Ronstadt Poster Sells Out In Matter Of Hours

LOS ANGELES — The first printing of a new 23" by 35" poster of Linda Ronstadt sold out in a few hours according to Hal Tupler, president of Star City, Inc.

1977

# INTERNATIONAL

A
CASH BOX
AMOA
CONVENTION
SPECIAL

# SCHEDULE OF EXHIBIT HOURS AND EVENTS FOR AMOA EXPO '77

***(Advance registrants may pick up badges at registration desk, Thursday, Oct. 27, between 12:00 Noon and 6:00 PM.)***

**FRIDAY, OCTOBER 28**

8:30 AM to 3:00 PM ..... Registration Desk Open
9:00 AM to 3:00 PM ..... Exhibits Open
12:00 Noon ..... Ladies Luncheon (Normandie Lounge)
3:30 PM to 6:00 PM ..... AMOA Industry Seminar (Grand Ballroom)

Hospitality Suites Open In Evening

**SATURDAY, OCTOBER 29**

10:00 AM to 5:30 PM ..... Registration Desk Open
10:00 AM to 6:00 PM ..... Exhibits Open
11:30 AM to 1:00 PM ..... General Membership Bruncheon & Program (Boulevard Room)

Hospitality Suites Open In Evening

**SUNDAY, OCTOBER 30**

10:00 AM to 3:30 PM ..... Registration Desk Open
10:00 AM to 4:00 PM ..... Exhibits Open
6:00 PM to 7:00 PM ..... Cocktail Hour (Boulevard Room)
7:00 PM to 1:00 AM ..... Banquet & Show (Grand Ballroom)

# AMOA 1977

From October 28-30, representatives from all levels of the coin operated amusement machine industry will gather at the Conrad Hilton Hotel in Chicago to take part in the annual Amusement and Music Operators Association convention. It will be the first held under the sponsoring association's new name, which was changed in 1976 to more accurately define its function.

The nucleus of AMOA was a 14-member committee elected in January of 1948, by a then fledgling group of concerned operators, for the purpose of combating adverse legislation which was presenting a threat to the coin operated music industry. Music Operators of America prevailed as a committee until 1951 when it was incorporated as a national association.

Over the subsequent 26 year period, the association grew and prospered, as did the industry it represented. Music, the jukebox, continued to remain a vital factor in the industry's growth pattern but coin operated games took on added significance with the emergence of the sophisticated technology which gave birth to a whole new generation of machines and a glossary of technical terms like "video," "micro-processor," "solid-state."

The display of exhibits at the 1977 AMOA exposition, dramatically reflecting this tenure of progress, is exected to be the largest, and most diversified, in the association's history. Three halls at the Conrad Hilton Hotel will be utilized to house a most outstanding product array. All three American phonograph manufacturers — Rock-Ola, Rowe and Seeburg — will be showing their new equipment lines; and German manufacturers, Lowen Automaten (NSM) and Deutsche Wurlitzer, will also exhibit their current models.

Games product, both traditional and new, will abound in the numerous exhibits being hosted by the various games manufacturers. With the recent advent of the electronic pinball machine, there will be a great deal of emphasis on solid-state — and some new electronic pins being premiered expressly for the AMOA audience.

In 1951, the first official MOA convention was held in Chicago's Palmer House and the three-day event attracted less than 500. In 1974, during former president Russ Mawdsley's term of office, the association's membership passed the 1000 mark. A record 5,279 attended the 1976 convention, to shatter all previous records. You've come a long way, baby!

See you at the show.

# A Statement From G. Garrett

This year, our 29th, has been one of activity and change for the AMOA. We began the year with a new name. We moved the association's offices to larger quarters. We launched new training schools for mechanics. We continued to promote the development of state associations, and we worked on implementation of the new Copyright Law affecting jukeboxes.

The AMOA Mechanics Schools on Schematics and Flippers, developed in response to membership surveys, have been praised by operators, and the schools are still in demand. The new Copyright Law is a fact of life and will go into effect January 1, 1978. Our recommendations to the Copyright Office on a simplified method of compliance with the new $8 jukebox royalty were mailed to all members last June. Our Washington legal counsel, Nicholas E. Allen, will give us a detailed report at the membership meeting.

This year's Exposition Seminar will bring back a distinguished Notre Dame professor who became very knowledgeable about our industry. Dr. John R. Malone will conduct a seminar on "Salesmanship: The Road to New Business Development" and this will be followed by a premier showing of the new AMOA audio visual public relations program on the industry. There will also be a regional seminar next March, conducted by the University of Notre Dame. This will be held at the airport in Chicago, and I urge you to register during this Exposition.

During this very active year, it has been my pleasure to visit many of our state associations. I have also seen the formation of two new associations during the year — Tennessee and Georgia. Our goal is one day to have an association in every state, and AMOA is always ready to help in that endeavor. I thank all state associations for their support of AMOA. We would not be so strong without that support.

I wish to express my deep appreciation to the members, the board of directors, the Expo '77 committees and the staff of AMOA for making this one of our most successful years.

Garland B. Garrett, Sr.
National President

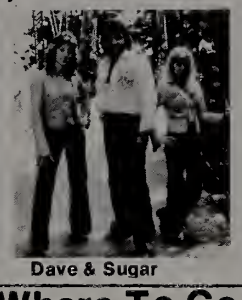
# AMOA Banquet Show Stars

CHICAGO — Hirsh de La Viez, producer of the annual AMOA banquet show, has booked an array of talented artists to perform during the entertainment portion of this year's event, being held on Sunday, October 30 in the Grand Ballroom of the Conrad Hilton Hotel.

The roster includes Frankie Avalon (Vigor/Delite), Boots Randolph (Monument), Del Reeves (United Artists), Dave & Sugar (RCA), Ray Griff (Capitol), Nick Nixon (Mercury), Frankie Randall (RCA), Jeanne Napoli (Vigor/Delite), the Sunshine Express and, making a return appearance this year, emcee Jerry Cox.

As in previous years, the presentation of the annual AMOA Jukebox Awards will be a highlight of the show. This year's winners are: "Lucille" by Kenny Rogers on United Artists Records, which has the distinction of being selected for three awards in the categories of : "Country Record of the Year," "Record of the Year" and "Artist of the Year." Other winners are: "Car Wash" by Rose Royce (Warner Bros.), for "Soul Record of the Year" and "Southern Nights" by Glen Campbell (Capitol) for "Pop Record of the Year." A special merit award presentation will be made as a tribute to Elvis Presley from AMOA.

Reeves



Dave & Sugar

Avalon

Randolph

## Where To Go In Chicago

As a convenience for the many out of town visitors who will be in Chicago for the AMOA convention, **Cash Box** has compiled a list of some of the city's popular restaurants and entertainment establishments, which are located in close proximity to the Conrad Hilton Hotel.

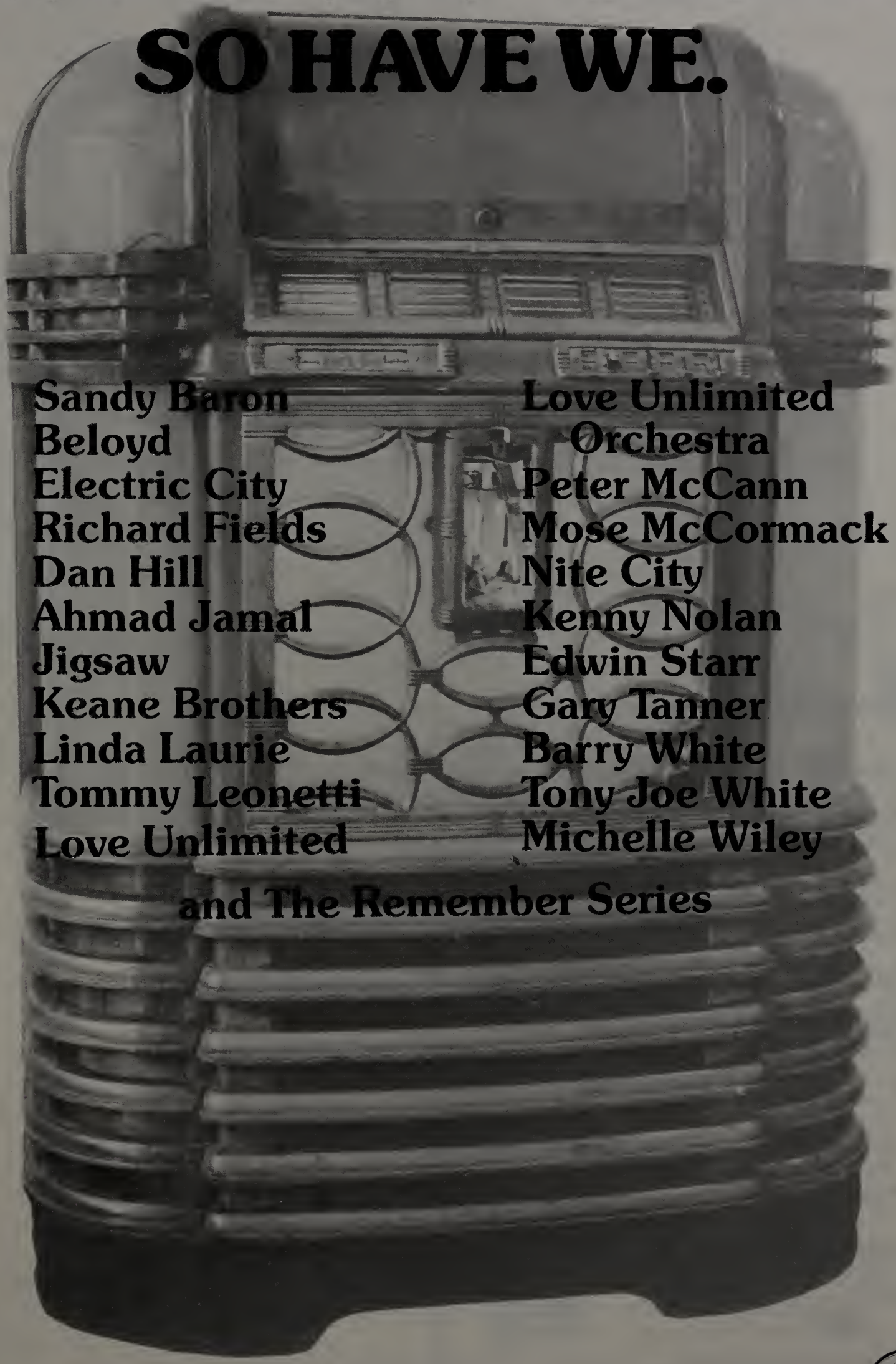
**Dining**

ADOLPH'S — 1045 N. Rush — 337-7313
AGOSTINO'S — 7 E. Delaware Pl. — 642-8540
ARMANDO's — 100 E. Superior — 337-7672
BENIHANA OF TOKYO — 166 E. Superior — 664-9643
BERGHOFF's — 17 W. Adams St. — 427-3170
CAPE COD ROOM — 140 E. Walton — SU7-2200
CHEZ PAUL — 660 N. Rush — 944-6680
THE CONSORT — 909 N. Michigan Ave. — 943-7200
DIANNA'S — 212 S. Halsted — 332-1255
DON THE BEACHCOMBER — 101 E. Walton — 787-8812
DON ROTH'S BLACKHAWK — 139 N. Wabash — 726-0100
GREEK ISLANDS — 766 W. Jackson Blvd. — 782-9855
JOHN HANCOCK CENTER "95th" — 875 N. Michigan — 787-1732
KON-TIKI PORTS — 505 N. Michigan — 527-4286
THE MAGIC PAN CREPERIE — 60 E. Walton — 943-2456
THE MAVIN — 701 N. Michigan — 337-1717
THE PUMP ROOM — 1301 N. State — 266-0360
THE RITZ CARLTON — 160 E. Pearson — 266-1000
RON OF JAPAN — 230 E. Ontario — 644-6500
71 CLUB — Executive House 71 E. Wacker — FI6-7100
TRADER VIC's — 17 E. Monroe — 726-7500
THE WATERFRONT — 1015 N. Rush — 943-7494
ZAVEN'S — 260 E. Chestnut — 787-8260

**Entertainment**

ARIE CROWN THEATRE — McCormick Place — 791-6500 (Oct. 30, Steve Martin)
AUDITORIUM THEATRE — 70 E. Congress — 922-2110 or 922-6634
THE BLACKSTONE — 60 E. Balbo — 431-0660 (Oct. 28, 29, Nefertiti)
DRURY LANE — 175 E. Chestnut — 266-0500 (Oct. 28-30, Side By Side By Sondheim)
ORCHESTRA HALL — 220 S. Michigan Ave. — 427-7711 (Oct. 28-29, Chicago Symphony)
RATSO'S — 2464 N. Lincoln — 935-1505 (Jazz, Folk, Pop)
RICK'S CAFE AMERICAN — Holiday Inn Lakeshore — 943-9200 (Jazz)
SECOND CITY — 1616 N. Wells — 337-3992 (Satrical Revue)
SHUBERT THEATRE — 22 W. Monroe — CE6-8240 (Oct. 28-30 Pippin)
THE STUDEBAKER — 418 S. Michigan — 922-2973

# THE BOX HAS CHANGED SO HAVE WE.



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Beloyd
Electric City
Richard Fields
Dan Hill
Ahmad Jamal
Jigsaw
Keane Brothers
Linda Laurie
Tommy Leonetti
Love Unlimited

Love Unlimited Orchestra
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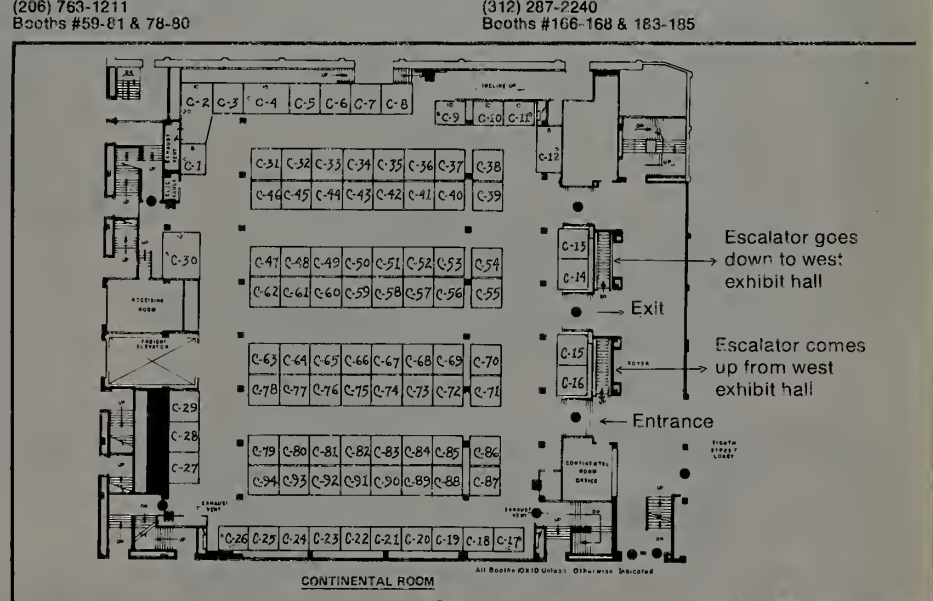


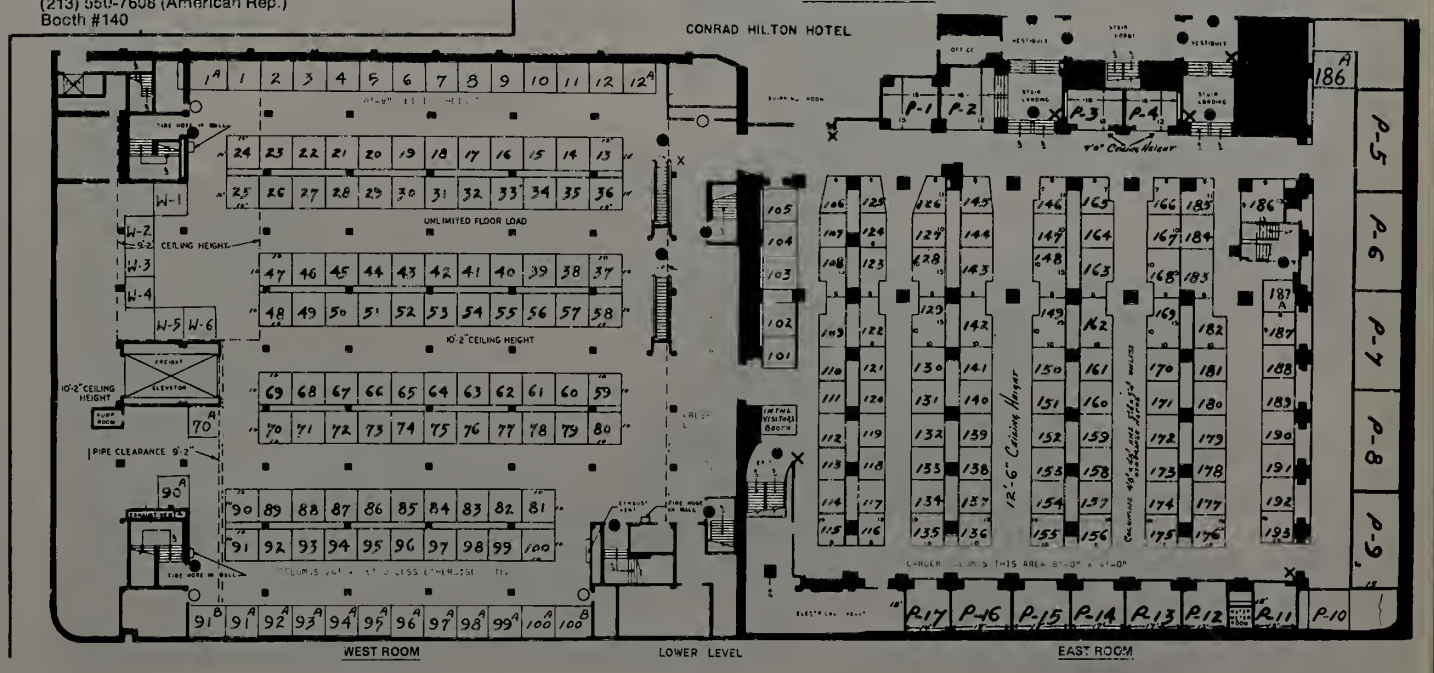

# Music & Games Execs Discuss Importance Of AMOA Expo

LOS ANGELES — The 1977 AMOA Exposition should establish new records in both attendance and exhibitor space — certainly a noteworthy distinction for the first convention to be held under the association's new name. Indeed, this year's annual meeting and trade show will include many events of special interest to all operators: exhibits, seminars, guest speakers and a definitive talk on the new copyright law and how it affects music operators by AMOA counsel Nick Allen.

But operators aren't the only segment of the industry with a vested interest in the convention.

A recent **Cash Box** survey of music and games executives indicated that manufacturers view the AMOA show as an indispensable showcase for new products and, of equal importance, as a forum for one-on-one discussions with operators and distributors.

Ross Scheer, director of marketing for Bally Manufacturing Corp., stressed the international scope of the AMOA event. "The convention is significant because we are able to get together with all the important people in the industry — not just from the United States but from many parts of the world," he said, adding that "an awful lot of information is garnered at this time."

While noting that electronic pinball games would receive a lot of attention at this year's show, Scheer said Bally will hold a service school on solid-state equipment in conjunction with the AMOA meet.

Paul Jacobs, vice president of marketing for Exidy, emphasized the importance of direct contact between manufacturer and operator during the AMOA convention. "This is really our one opportunity in the 12 months to sit down and chat and show our products directly to the ultimate consumer, as far as retention of title," he said. "And it's that one opportunity in the year to talk with him and get some feedback."

Jacobs believes that operators will be a lot more selective in shopping for new equipment this year.

"We're not coming off the greatest summer, and we're not coming off the greatest year in the coin machine business. So I think what we're going to be catering to now is a very discerning buyer, and we're going to have to inject some enthusiasm this year.

***Generate Enthusiasm***

"Whereas in the past people came with enthusiasm already in their hearts, now I think it's the other way around. As a manufacturer, through the distributors that handle our products, we will have to try to inject some renewed enthusiasm in the operator. I think that will be a primary purpose of this convention."

Bob Sherwood, director of marketing for Cinematronics, agreed that "from a manufacturer's standpoint, it's (AMOA convention) the one time of the year when a good portion of the operators are in attendance and it gives you a chance to present new equipment, new technologies to them without going through a lot of traveling and so forth."

On the subject of new technology, Sherwood explained that the firm will be introducing a device called a vector generator on its new "Space War" video game. "It has to do with the way the picture is projected on the screen," he said. "Instead of having squares for pictures, now you can draw a circle and do many other different things."

Don Osborne, western regional sales manager for Atari, called the AMOA event "one of our major trade shows. The opportunity to meet with our distributors and their operators in an environment such as they have in Chicago is very important for us.

"We really look forward to it; and, of course, Atari comes en mass. It's a major event on our calendar."

Sega of America has built its entire AMOA exhibit around a single theme, according to marketing manager Jack Gordon.

"While everybody will be showing solid-state equipment, we'll be showing four new electromechanical games," he said. "So we're using that as a theme this year — 'the alternative in games' "

Gordon hopes that Sega's large screen TV and related equipment will create a lot of attention for the firm's booths.

"I think the large screen Segavision, which a lot of people haven't seen, and the Fights of the Century films that we will be showing will be very exciting for people to look at. That will be an attraction in itself — plus, the noises of the electromechanical games will be helpful," he said.

***Important Business***

Lila Zinter, marketing director for Meadows Games, feels there is some important business to be accomplished at this year's convention. "Usually I don't attend the seminars. But this year I plan to attend because I think there are a lot of things on people's minds with regard to this business overall that should be discussed as long as we have a captive audience of manufacturers, distributors and operators.

*(continued on page 76)*


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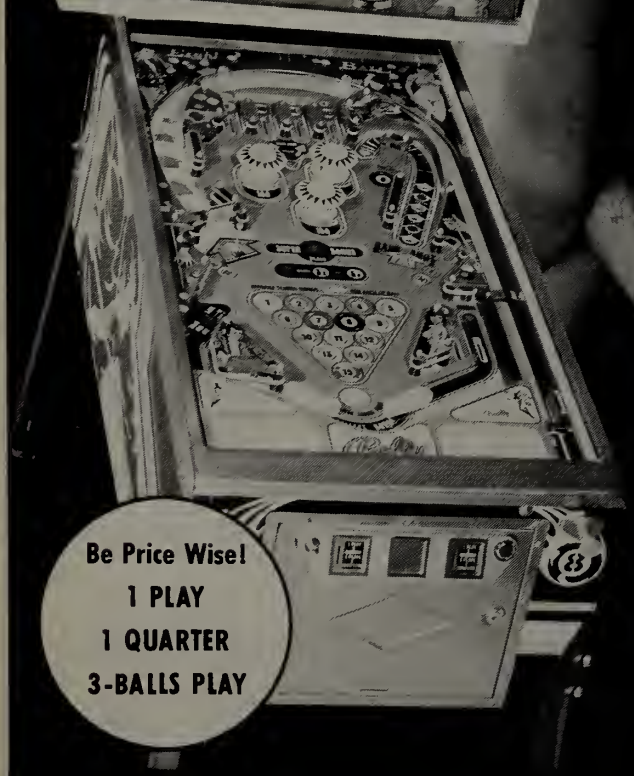

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Both rails and aprons are now covered with MELAMINE for a burn, stain and mar-resistant finish. Smudges and fingerprints wipe clean with a damp cloth.

Tough extruded aluminum trim surrounds the table at the bottom edge of the apron. This will help prevent damage to the table when in storage and when moving the table on location. It also prevents nicks and scrapes from cues.

FOR COMPLETE INFORMATION ON THIS COIN-OP WONDER, JUST FILL OUT THE COUPON AND MAIL TODAY!

# AMOA JUKEBOX AWARDS

## Power Of Earnings Determines AMOA Jukebox Winners

CHICAGO — AMOA members annually vote for the association's coveted Jukebox Awards. The awards, which are based solely on a record's earning power in jukeboxes, are presented at the annual AMOA Banquet — the climax of the three-day exposition.

The following a list of the AMOA Jukebox Award winners for the past 10 years:

**1967**

Most Popular Record — **Release Me** by Engelbert Humperdinck (Parrot Records, div. of London)
Most Popular Artist — **Dean Martin** (Reprise)
Most Consistent Supplier of Good Records — **Capitol Records**

**1968**

Record of the Year — **Honey** by Bobby Goldsboro (United Artists)
Artist of the Year — **Glen Campbell** (Capitol)
Record Company of the Year — **Epic Records**

**1969**

Record of the Year — **Harper Valley P.T.A.** by Jeannie C. Riley (Plantation Records)
Artist of the Year — **Glen Campbell** (Capitol)
Record of Company of the Year — **MGM Records**
Great Friend Award — **Boots Randolph** (Monument)

(continued on page 74)

## Kenny Rogers

**Artist of the Year**
**Record of the Year**
**Country & Western Record of the Year**

No one told Kenny Rogers the ascent to superstardom would be an easy one — and no one knows better than he. 10 years elapsed between Kenny's first smash single "Crazy Feeling" in 1957 and The First Edition's hit "Ruby." It was, ironically, another 10 years before "Lucille" had become a number one hit. Having matured and developed, Kenny Rogers has achieved the superstardom he deserves and now both he and those who listen are ready for it.

Kenny's career began in 1957 when at age 18, he had his first first million seller called "Crazy Feeling." From the top of the charts Rogers plunged deep into obscurity. Joining the Bobby Doyle Trio, he toured the country before becoming an integral part of the New Christy Minstrels in 1966.

Then in 1967, a decade after his first gold single, Rogers formed The First Edition and was soon back on top of the national charts. Reprise Records signed The First Edition,

(continued on page 76)

## Glen Campbell

**Pop Record of the Year**

Glen Campbell's success and popularity are due not only to his top-quality and well-loved recordings, but because he has a universal musical appeal. He's one of the few artists of our time who transcends strict categories and reaches straight to the soul of each listener.

Even so, Campbell has never lost his downhome, country boy, easygoing ways which he developed while he was growing up six miles outside of Delight, Arkansas (population about 280 when he left, now about 440).

Because of his roots, his singing and playing style has helped bridge the gap between country and pop music, but when labelers try to limit him with definitions, he is quick to retort, "I'm not a country singer, I'm a country boy who sings."

This country boy was the seventh son in a farm family of eight boys and four girls. His parents and older brothers and sisters all played the guitar and sang. He learned to

(continued on page 78)

## Rose Royce

**Soul Record of the Year**

What's it all about for a group to have a platinum album, one platinum single, two others gold and rapidly approaching that even rarer plateau? Oh, you say, it's not all that much — Fleetwood Mac and the Eagles do it all the time. But now, what if I told you the group in question is not only new, they haven't even yet recorded their own album? Mindboggling, to be sure, especially that last part, which seems more than a little enigmatic. It's no mystery: quite clearly and obviously the group is Rose Royce, riding the crest of an incredible, almost unheard of wave of success.

"Right now, we are the fastest growing act in the country," states conga player Terry Santiel unequivocally (and, he's right!), "and, on the strength of our new album, we hope to be the hottest act by the end of the year!" One might dismiss these sentiments directly out of hand, except that so far their track record demands that such statements be taken very seriously.

(continued on page 78)


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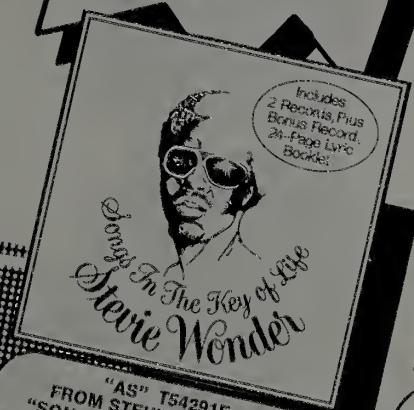


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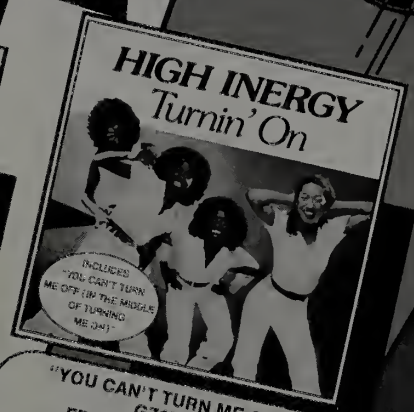


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"IS YOUR TEACHER COOL?"
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FROM RARE EARTH'S "RAREARTH"
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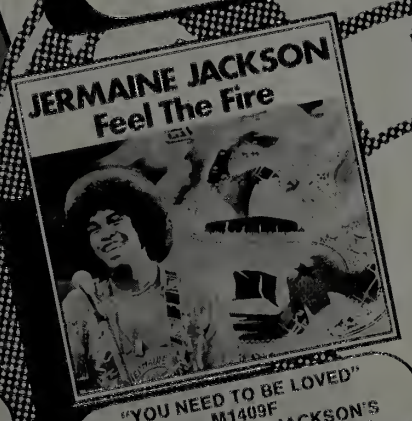


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P0636F
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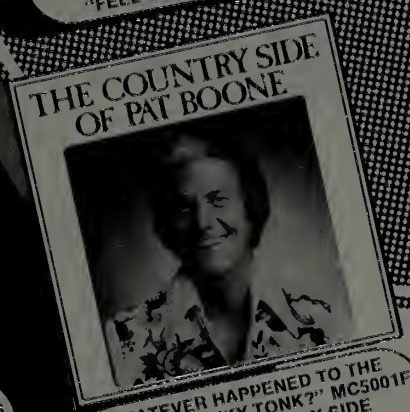
"LET'S MAKE A DEAL" M1426F
FROM SYREETA & G. C. CAMERON'S
"RICH LOVE, POOR LOVE"
M6-891S1

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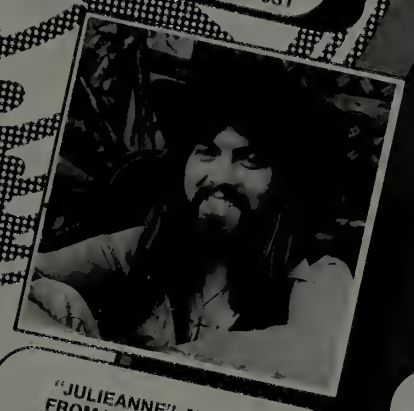

"JULIEANNE" MC5002F
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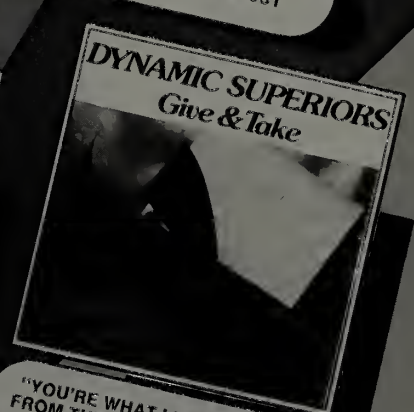


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1 2 3 4 5 6 7 8 9 10 11 12

# Bally Four-Player 'Eight Ball' Includes A Memory System

CHICAGO — "The vast new horizons of play appeal, possible only with electronic technology, are perfectly illustrated in the Bally 'Eight Ball' pinball," commented Paul Calamari, sales manager at Bally Manufacturing Corporation, in announcing volume delivery of the new solid-state four player flipper game. The name of the new model, and the graphics and design, characterize the game of pool.

In defining the various features of the machine Calamari placed special emphasis on the "amazing memory and recall system" built into the new model. "Regardless of the numbers of players — one, two, three or four — as each ball of each player exits via the out hole and the playfield is reset to start position for the next player, the status of the player whose ball went in the out hole is 'remembered' by the machine and 'recalled' when the player is 'up' again; actually set to the exact status when the player's previous ball entered the out hole. Thus, rather than starting over with each ball, the player can continue from where he left off and build his score on scoring advantages remaining 'live' from previous balls. This also means that no player can ever 'cash in' on another player's achievement.

"Another electronic triumph in Eight Ball is the solid or striped ball competition between players," Calamari continued. "First and third players shoot to light solid pool balls, 1 through 7, in the triangular 'rack'

depicted on the playfield. Second and fourth players shoot to light striped balls 9 through 15. The black 8-ball is 'neutral' and is lit by a skill shot, after a player's 1-7 or 9-15 sequence is lit. Distinctive skill objectives for successive players adds tremendously to appeal, particularly in competi-

(continued on page 74)

# Atari Features New Flipper And Video Games At AMOA

SUNNYVALE, CA — Atari will be exhibiting seven current and new products at the AMOA show this year. Highlighting the exhibit will be "Airborne Avenger," a new electronic flipper, and "Destroyer," a new one-player video game.

Atari will also be showing two recently introduced models: "Starship 1," a cosmic battle game, and "Super Bug," a road rally racing game. Other current production models on display include "Breakout," "Time 2000" and "Sprint 2."

Airborne Avenger is a solid-state, four-player pinball game with dramatic target action, supersonic sound effects and eye-catching visuals. The enlarged playfield offers a multitude of scoring opportunities, while players will marvel at the game's high speed ball velocity and futuristic design.

***Options***

The options available to operators include 32 score levels, adjustable maximum credit levels, four different "specials," add-a-ball conversion, a unique "Tilt" sound and more.

The exclusive Atari built-in self-test system instantly checks solid-state circuitry, switches, displays, and options

**Destroyer**

without removing the playfield glass. This system enables complete location service diagnosis and adjustments to minimize down time.

A wide variety of skill shots maximize the overall appeal: The Spinner-kicker entires players with its high audio sound and point reward; the Bonus Kicker Lane catapults the ball in play to the top of the playfield; Airborne Avenger spellout targets achieve "Same Player Shoots Again" and added sound and point rewards; the eye-catching Captive Ball awards players with Bonus Advances and points; the Double Bonus feature is another high scoring attraction on the game.

In Destroyer, players try to hit enemy submarines with depth charges while controlling their destroyer which cruises across the top of the video screen. They control the speed of their ship, set the depth for explosions and drop one to four depth charges.

(continued on page 74)

**Airborne Avenger**


## AMOA SPECIALS

Brand new Dynamo CB tournament soccer tables with ball counter used 2½ days in St. Louis tournament. Call collect for special price.

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# Frantz Shows Antique Game

CHICAGO — "Big Top" is a pinball game which does not look like a contemporary machine and is actually patterned after the models of early 1900s vintage, according to John Frantz, president of J.F. Frantz Mfg. Co., who designed the piece. The machine is purely mechanical and is contained in an antique cabinet of solid oak, with red and blue cast aluminum sign and various other circus type colors complementing the design.

The play concept is also reminiscent of an earlier era: shoot the ball and keep it in action by moving the clown to avert the ball's exit. The player scores when the clown catches the ball.

Big Top has been extensively tested in such locations as bowling alleys, drug stores, dime stores, ma and pa establishments, and even gift shops, as pointed out by Frantz's sales rep Mike Donley, and the results have been excellent. "The machine's uniqueness and antique appearance automatically attract people to it," Donley said. "We've had one on location at the Seven Acres Museum in Union, Ill. and it's been one of the biggest earners in the place!"

Big Top will be prominently displayed in the J.F. Frantz exhibit at AMOA, along with other machines. The factory's current product line includes: U.S. Marshall, Challenger, New Frontier and Kicker and Catcher in stand-up and variation counter top models.

**Kicker**

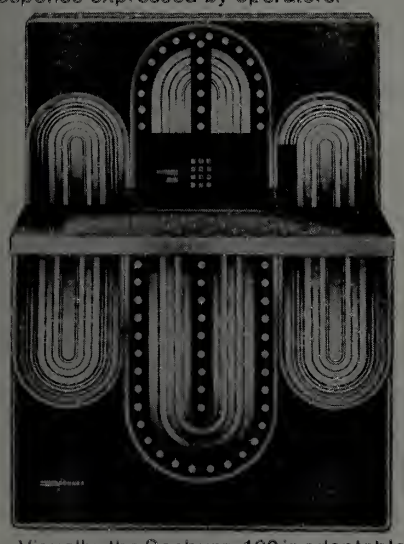
**Big Top**

**New Frontier**

**U.S. Marshall**

# New Seeburg Phonograph: Cascading Lights And Colors

CHICAGO — An enthusiastic audience of domestic and international distributors recently viewed the new Seeburg-160 phonograph, introduced by The Seeburg Products Division during the firm's sales and presentation meeting in Chicago. Subsequent showings were hosted by distributors on an individual basis, with similar response expressed by operators.



Visually, the Seeburg-160 is adaptable to the decor of any type of location. The model is designed with colorful backlighted panels in shades of blue, orange, red and magenta, trimmed in chrome and, as an added enhancement, a cascading light fountain flickers dramatically down the front center panel, from top to bottom.

"Our designers and engineering team have generated super product marketability into the new Seeburg-160 phonograph," stated William F. Adair, president. "A fascinating new visual approach to design, superb engineering and quick servicing capability combine with our great accessory line and inclusive warranty program . . . all elements specifically geared to operators' needs.

"I want to stress the fact that the new Seeburg-160 at the location means more entertainment, more play, more music, and importantly, more income. To back-up these points," Adair continued, "I want to remind operators of the selection of Seeburg accessories that is available in keeping with today's market needs: outstanding speaker components designed to satisfy any location size, Seeburg Dollar Bill Validator, Remote Volume Control, our Paging Kit, Auto Speed Kit, to mention only a few.

"There is also Seeburg's Warranty Policy, which is one of the most comprehensive available anywhere. Through it, the operator is provided with extended protection of our Microlog circuitry and is able to reduce duplication of component inventory.

"We're justly proud of our built-in 'interchangeability' factor," he said, stressing the fact that the Microlog paks are interchangeable with both the new Seeburg-160 console and Consolettes, as well as 10 past and present Seeburg model phonographs. The "interchangeability" factor also applies to the Seeburg Electronic Digital Selector, the 200 watt stereo amplifier and the Digital Control Center.

In appearance, the model reflects an outstanding new look but the basic stereo sound system, proven very successful in previous Seeburg phonographs, has been retained. To achieve a quad sound, a Quad Conversion Package has been designed for the new machine. The package consists of four lighted speakers, exclusive Quadraphonic Decoder and Quadraphonic Lower Assembly Panels.

Music Selection Play Center: This unique concept brings all of the "play" features on the Seeburg-160 into one centralized area, so that customer play is easier and more convenient. The Music Selection Play Center features the 10-button digital selector, coin slot, provisions for Dollar Bill Acceptor and All Coin Accumulator panel.

10-Button Digital Selector: A feature that permits customers to make selections of music with the ease of using a push button

*(continued on page 78)*

# Dynamo's AMOA Exhibit To Focus On 'Matching Pairs'

GRAND PRAIRIE, TX. — The popular "Matching Pair" pool and soccer tables will dominate the Dynamo Corporation exhibit at AMOA, with particular emphasis on the mirrored tables, premiered by the firm at the 1976 exposition and rated as "star attractions" this year by company president Bill Rickett and marketing vice president John Lewis. Also on display will be the Rosewood and Black on Black "matching pairs."

"The mirrored tables have been enthusiastically accepted by the industry," Lewis said, "and although Rosewood has always been a favorite of the operator, more and more requests are being taken for the mirrored matching pair." Lewis added that the factory's current line gives operators three distinctive finishes to choose from: Rosewood, Black on Black and Mirrored and Black.

"Our Dynamo tables continue to offer unique features not available on any other tables currently on the market," he continued. "Players have been especially pleased with the regulation size 2¼" cueball, which is homogeneously cast and perfectly balanced to eliminate any imbalancing weights.

***Built To Last***

"We build our tables to endure a lot of intense play, without sacrificing good looks so that operators can be proud of their handsome appearance and pleased with their performance. Another feature

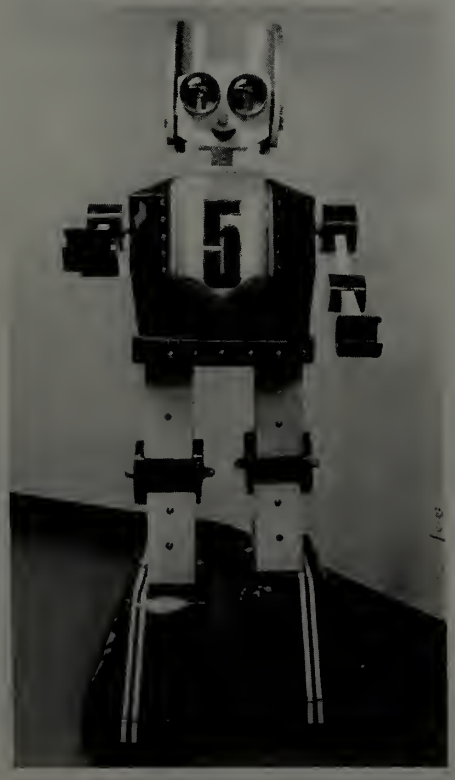
**Dynamo Pool Table**

**Dynamo Fussball Table**

operators appreciate is the special leg levelers designed for the Dynamo tables. These do not have to be removed during installation which means it takes less time to set up the table, and it's a lot easier, as well."

# Universe Introduces 8-Track Remote Control Robot 'Robocon'

HILLSIDE, N.J. — "Robocon" is a unique, radio-wave controlled robot currently being imported by Universe Affiliated International for marketing in the U.S. and Canada.



The model walks, talks, nods, shakes hands, has flashing eyes, is very humanlike and is a natural for amusement parks, theme parks, mall arcades and similar locations, according to Universe's president Barry Feinblatt. It can be operated by a small hand held remote control unit, from a distance of 75 yards. The sound system is an 8-track which can be re-recorded.

Robocon was originally developed in Japan, as Feinblatt noted, and has been successfully marketed throughout the Far East. "To our knowledge," he said, "it is the only remote control robot of its kind available in the marketplace today." Other companies have shown prototypes of similar looking robots, he explained, but have been unable to provide delivery for "at least a two or three year period." Robocon is available for immediate delivery from Universe.

The model is shipped with a complete set of spare parts. Further information may be obtained by contacting Universe Affiliated International at 609 N. Union Ave. in Hillside, New Jersey 07205.

"Our First Totally Electronic Pinball Machine"

"PINBALL" By STERN is the name of the game.

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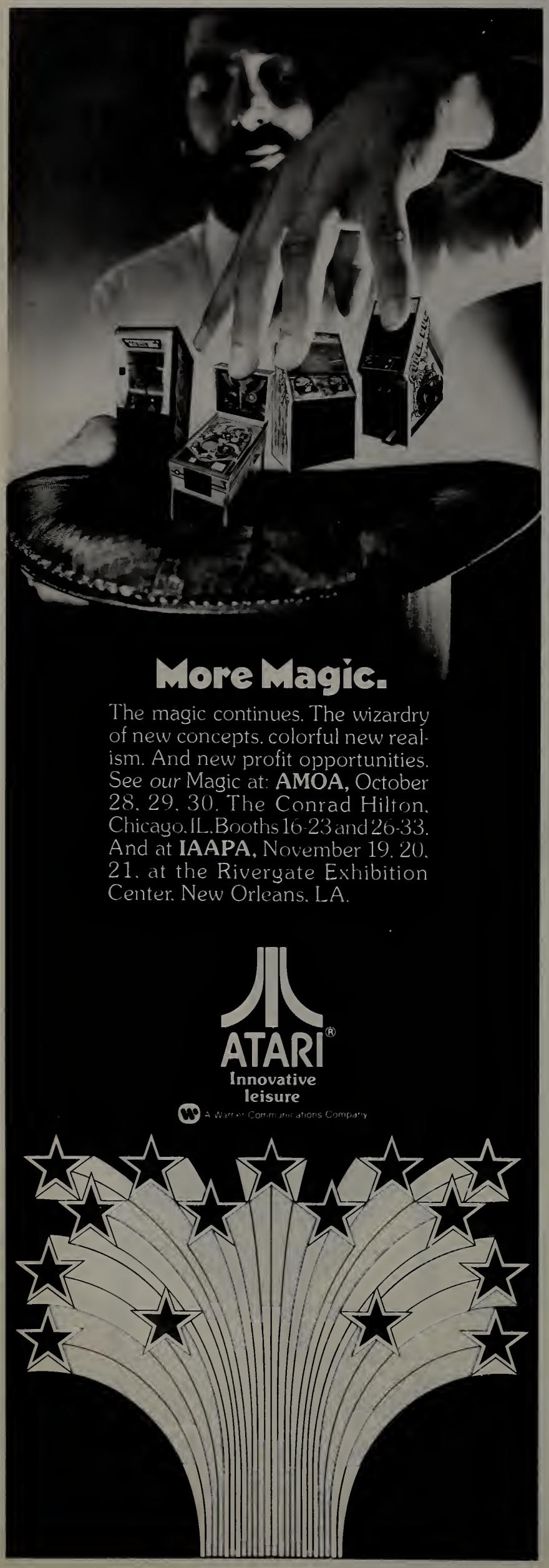


# Dramatic Design Idea Marks Rowe's New Phonograph Line

WHIPPANY, N.J. — Rowe International, Inc. recently premiered its new phonograph line before a full assemblage of distributors, gathered at the Sheraton National Hotel in historic Arlington, Virginia for the factory's 1977 national meeting. The line, consisting of the models "Woodhue" and "Black Magic," reflects a dramatic new concept in design to create a unique, and completely new physical appearance.

A further enhancement to the visual as well as functional aspects of the machines is the exclusive "Playmaker" merchandising feature, or "automatic merchandising of music," as Rowe refers to it. The Playmaker is geared to bring attention to the machine and stimulate play by automatically making a selection and playing a complete tune, after a "selected period of no-play." The idea being to provide patrons with a sampling of what the phonograph has to offer and, thus, encourage play.

The "Memorec," or popularity meter, is another exclusive feature, which is standard on the new models. Via the microprocessor, the Memorec serves as a memory system which retains the exact number of times each record has been played and displays, through a digital readout, the "most popular" as well as the "least popular" records, plus the total number of selections made. This feature is an excellent tool for assisting operators in programming their phonographs.

Each of the new models is contained in a distinctly designed cabinet. The Woodhue is of warm woodgrains accented with sparkle. Its subdued color tones and sculptured graphics give it an elegant, sophisticated look. The Black Magic is very much now in design. Concentric circles of brilliant color provide a stark contrast to the disco-black background of the cabinet.

**Black Magic**

**Woodhue**

***Features***

The new phonographs offer 200-selections, are of 100% solid-state, and contain all of the proven features synonymous with the Rowe product line.

The machines can be easily converted, in the field, to either 160, 120 or 100 selections. The record title rack flips down for fast record changes.

Front door servicing permits full access to all components.

# Wurlitzer Spotlight Shines On 'Niagara,' 'X-7,' 'Lyric'

CHICAGO — Among the current Wurlitzer phonograph models being featured at the AMOA convention is the "Niagara" 160-selection, which has undergone considerable cosmetic and technical changes since it was shown at the 1976 exposition. Additional artwork enhances the appearance of the machine and the frontal area has been redesigned around a completely changed program holder. The model has a microprocessor selection and credit system.

***'X-7'***

Another in the new Wurlitzer series is the "X-7." Also a 160-selection phonograph, the X-7 has 6 speakers and an outstanding cabinet design dominated by a galaxy of color and contemporary art. It is considered to be a top model in the current collection.

The "Lyric" is also being spotlighted at the AMOA convention, with emphasis on the subdued but colorful cabinet design and the various modifications in the top lid and speaker board. Lyric is equipped with four speakers for outstanding sound reproduction.

The full line of Wurlitzer phonographs was presented to the international trade when Deutsche Wurlitzer of Hullhorst, Germany sponsored its annual distributors meeting October 3-4 in Malaga-Torremolinos, Spain. Included in the factory's present linup are: "Niagara," "X-7," "Lyric," "Baltic (160)," "Baltic (100)," "Cabaret" and the new full view wall box.

**Niagara**

**X-7**

**Lyric**

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Produced by Owen Bradley

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**MERLE HAGGARD**

MCA-40804

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Produced by Fuzzy Owen

**SOUNDTRACK-SMOKEY AND THE BANDIT**

MCA-40810

Orange Blossom Special

Produced for MCA Records by Sonny Burke

**OLIVIA NEWTON-JOHN**

MCA-40811

I Honestly Love You

Produced by John Farrar

**JIM GLASER**

MCA-40813

Don't Let My Love Stand In Your Way

Produced by Owen Bradley

**CAL SMITH**

MCA-40789

Helen

Produced by Snuffy Miller for Twitty Bird Prods.

**KENNY STARR**

MCA-40817

Hold Tight

Produced by Jerry Crutchfield

**BILL ANDERSON**

MCA-40794

Still The One

Produced by Buddy Killen

**JERRY JEFF WALKER**

MCA-40822

Leavin' Texas

Produced by Michael Brovsky

**B.J. THOMAS**

MCA-40812

Still the Lovin' Is Fun

Produced by Chris Christian

**PEGGY FORMAN**

MCA-40823

Dance Girl

Produced by Snuffy Miller for Twitty Bird Prods.

**GEOF MORGAN**

MCA-40803

She's Out There Dancin' Alone

Produced by Tom Collins

**JERRY CLOWER**

MCA-40774

Steel Marbles

Produced by Snuffy Miller.

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# "Pot Of Gold"

MCA Rainbow COUNTRY

.MCA RECORDS

# 1977 Jukebox/Games Route Survey

*This survey was compiled from questionnaires that were sent to operating companies coast to coast. It is indicative of operating trends throughout the country but is in no way an absolute method of measuring these trends. This* ***Cash Box*** *feature cannot be reproduced in any way without the expressed permission of the editors of* ***Cash Box****.*

**Average number of coin-operated phonographs purchased annually by individual operating companies ..... 20**
(This figure compares exactly with the 1976 figure. 85% of the responding operators reported that they purchased the same amount of new models this year as last; 10% said they bought more and 5% less, than last year.)

**Average weekly music gross ..... $39**
(An increase over last year. Our survey also revealed taverns to be the most profitable locations for phonographs.)

When asked how long a phonograph is kept on the route, the number of years reported spanned from a minimum of five to as many as 10, but averaged out to seven.

A high 98% of the operators polled said they own furniture style phonographs, and this reflects an increase over the 1976 figure of 95%, and the previous year's 90%. We went a step further and asked how many units were on location and the figure averaged out to 10 per company.

The predominant pricing on phonographs continues to be 2-25¢, as indicated by the majority of responding operators.

**Average number of records purchased weekly ..... 400**
(According to the survey, this averages out to about three records per machine per week. However, two operators noted that they buy five new records a week for each machine in order to maintain a proper programming balance.)

**Programming Singles**

In programming their jukeboxes, operators rely heavily on an employee-programmer to select the singles for their machines, according to 60% of those polled. 30% said the responsibility is handled by a routeman and 10% reported that they make the selections themselves. These results are in line with last year's poll. We asked operators to list in order of importance the five most useful sources as guidelines in selecting new records. Here are the findings:

1. Trade magazines
2. Location requests
3. Personal selection by route personnel
4. One Stops
5. Local radio station charts

The poll revealed an increased emphasis on location requests and a diminishing influence of radio station charts. Trade magazines recaptured the top position after dropping to second place in last year's survey.

Operators were asked if phonograph collections this past year were more than last year, the same or less. 50% reported collections to be lower this year, 40% said earnings were the same as last year and 10% reported increased collections.

**Promoting Phonograph Play**

"Provide a good sound system and be certain the jukebox is programmed properly" was one response to the question "What do you do to promote more play on phonographs?" Other suggestions were: "colored title strips," "periodic highlighting of particular recording artists, accompanied by display signs on the machines," "encourage location requests," "leave request sheets in every location and be sure to provide the right kind of music for that specific location," "marked money" for location personnel to use to stimulate increased play.

**Location Commissions**

50/50 continues to be the most widely used commission split, with 80% of the operators reporting it. However, 20% indicated that 60/40 (operator's advantage) is being applied on a percentage of the route and one operator reported 60/40 all the way.

**Games**

Estimated weekly gross on the following games was reported as:

| | |
|---|---|
| Pool Tables | $43. |
| Pingames | $41. |
| Video Games | $40. |
| Shuffle Alleys | $28. |
| Soccer Tables | $22. |
| Shuffleboard Tables | $15. |

**Popularity chart**

The most popular tavern games mentioned were:

1. Pool Tables
2. Pingames
3. Video Games
4. Shuffle Alleys
5. Soccer Tables

The most popular games in locations that are mainly in business to serve food are pinball machines and video games.

Scoring in arcades, or other off street locations, are pinball machines (with 2% of the operators reporting, specifying electronic models), video games, soccer tables and multi-player machines which accommodate four or more persons.

**Wallgames**

40% of the operators surveyed stated that they do operate wallgames, predominantly in tavern locations, priced at straight quarter play.

**Play Pricing**

The majority of the responding operators reported 2/25¢ pricing on flippers; however, a good 60% said they also use straight quarter play on flippers. The predominant pricing on video games is straight quarter play, according to 95% of the responding operators. Shuffle alleys, on the other hand, reflected a departure from last year's results with 55% of the operators pricing them at 2/25¢ and 45% at straight quarter.

**The Machine Purchase Graph**

When asked about new purchases for the past year, 70% of the ops surveyed reported their new game purchases to be

*(continued on page 72)*


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# 1977 Jukebox/Games Route Survey

(continued from page 70)

the same as last year; 30% said they bought more. No operator reported a decrease in purchases. In our 1976 survey, 90% reported buying "more games" than the previous year.

**Earning Power**

The present earning power of games is "superior to last year," according to 65% of the operators polled. 25% feel it is the "same as last year"; 10% said it's "inferior" to last year.

**Electronic Pinball Machines**

Suprisingly, 80% of the operators polled said they operate electronic pinball machines. When asked how many are currently installed on the route, the answers ranged from one "being evaluated" to a total of 21 spread over an individual route. Ops agreed, by a margin of two to one, that the earning power of the electronic pin exceeded that of the electromechanical unit. But, on the question of service and maintenance, a small percentage said the electronic machines are easier to service with most responding operators expressing an opposing view attributable, admittedly, to a "lack of knowledge" on their part.

**General Trade Information**

When asked to report on new locations added to the route this year, 85% of the operators responded that new additions were "satisfactory"; 15% reported they were "good" (as opposed to 75% last year).

Our survey revealed that only 10% of the operators bought more used equipment this year than last. 40% said their used equipment purchases were the "same" as the previous year and 42% reported buying "fewer" used machines.

The question "how do you feel about tournaments?" generated a rather lukewarm response. A couple of ops admitted to having had no personal experience with tournaments and conveyed a "remains to be seen" attitude. One operator said they'd be worthwhile if "you can find the time to do it." However, 30% said they had participated in tournaments, mainly pool, and felt them to be an excellent means of bolstering collections.

> "Surprisingly, 80% of the operators polled said they operate electronic pinball machines. By a margin of two to one, they agreed that the earning power of the solid-state pin exceeded that of the electromechanical unit."

Attesting to the merit of national and state associations, 90% of the operators polled said they are members of both AMOA and their local state association.

When posed the hypothetical question, "If you could operate only one type of machine, which would it be?" the jukebox ranked number one this year with pinball machines dropping to second place and pool tables as a third choice.

We asked operators to list by model name their three highest earning machines, but the response was inconclusive because many misunderstood the question and specified the type of machine rather than the specific name.

The following comments were made in response to the question, "What can factories do to improve equipment and service to operators?" 1. Sponsor more territorial service schools. 2. Cut prices so that operators can buy more new equipment. 3. Help improve pricing per play. 4. Produce more solid-state games. 5. Improve quality control. 6. Provide a faster turnaround on parts by expediting the shipment of parts from manufacturer to distributor, so that the operator doesn't have to wait so long for a needed part. Elaborating further on point number six, the operator who submitted that comment noted that "so many different games are produced in a short period of time that it becomes difficult for the factory to keep in stock the parts that are needed for these games. The operator, in turn, sometimes must wait 9 or 10 working days for a much needed part, and that's entirely too long a wait."

Here's a sampling of what operators feel distributors can do to improve their service: 1. Post service bulletins more prominently. 2. Hold more service schools. 3. Encourage operators to convert to straight quarter play. 4. Lower prices. 5. Check out equipment more thoroughly, before selling it. And then there's the operator who plainly stated, "I really believe they try to do a good job."

In forecasting what lies ahead for the music and games industry, some operators submitted rather dramatic comments, like "inflation," "if operators don't wake up they'll price themselves out of business with the 50/50 split," "more electronic games, which means doom for me unless I find the time to go to school." But, on the other hand, some very astute observations were also submitted: "Operators should educate themselves to increasing costs and act accordingly in conducting their own businesses to maintain a profitable level of operation," "We must learn to increase our price per play and reduce excess costs of doing business, and make each machine pay its own way," "With games being accepted as a major form of entertainment, we are entering a period of prosperity."

The final question in our survey asked, "If there is room for improvement (in the industry) what improvements would you suggest?" Here are some of the responses: "Operators should concentrate on profitably running their own businesses and not be hesitant about eliminating non-profit locations," "Let's follow the lead of Bally and do more public relations work," "Operators should learn to communicate with each other, help each other and thus benefit from the experience of others," "State and national association membership is a must if we want to gain better insight into our industry."

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# Bally Bows New 4-Player Flipper

(continued from page 66)

tion; and the 'rack' is the key to specials, bonus scores and other high scoring goals.

"Of special significance," he added, "is the bonus function of the 'rack.' A ball entering the out hold scores 3,000 bonus for each pool ball lit in the 'rack'; and 'rack' balls lit, while adding to bonus are 'remembered' and 'recalled' for continued bonus building later on.

"Probably the most startling solid-state noveity in Eight Ball is the new 24,000 Super Bonus, which is collected when 'Super Bonus' is lit, as the ball dives in the out hole. Surprisingly enough, this is accomplished by the player's skill in previous ball play and, once again, the memory and recall system is at work.

## Atari Features Games

(continued from page 66)

There are two types of submarine targets that travel at different speeds and depths below the destroyer. Scores vary from 25 to 200 points per hit, depending upon the level of difficulty and are flashed on the screen when achieved.

# Earnings Decide Jukebox Winners

(continued from page 54)

**1970**

Record of the Year — **Raindrops Keep Fallin' On My Head** by B. J. Thomas (Scepter Records)
Artist of the Year —**Johnny Cash** (Columbia)
Artists of the Year — **Creedence Clearwater Revival** (Fantasy)

**1971**

Record of the Year — **Rose Garden** by Lynn Anderson (Columbia)
Artist of the Year — **Charley Pride** (RCA)
Artists of the Year — **Dawn** (Bell)
Record Company of the Year — **Columbia Records**

**1972**

Record of the Year — **Shaft** by Isaac Hayes (Stax)
Soul Record of the Year —**Shaft** by Isaac Hayes (Stax)
Country & Western Record of the Year — **Easy Lovin'** by Freddie Hart (Capitol)
Pop Record of the Year — **American Pie** by Don McLean (United Artists)
Artist of the Year— **Charley Pride** (RCA)
Artists of the Year — **Sonny & Cher** (MCA-Kapp)

**1973**

Pop Record of the Year — **Tie A Yellow Ribbon Round The Old Oak Tree** by Dawn (Bell)
Soul Record of the Year — **Killing Me Softly With His Song** by Roberta Flack (Atlantic)
Country & Western Record of the Year — **Funny Face** by Donna Fargo
Artist of the Year — **Helen Reddy** (Capitol)
Artists of the Year — **Dawn** (Bell)

**1974**

Record of the Year — **Most Beautiful Girl in the World** by Charlie Rich (Epic)
Pop Record of the Year — **Sundown** by Gordon Lightfoot (Reprise)
Country & Western Record of the Year — **Let Me Be There** by Olivia Newton-John (MCA)
Soul Record of the Year — **Show And Tell** by Al Wilson (Rocky Road Records)
Artist of the Year — **Charlie Rich** (Epic)

**1975**

Record of the Year — **Before The Next Teardrop Falls** by Freddy Fender (ABC-Dot)
Pop Record of the Year — **I Can Help** by Billy Swan (Monument)
Country & Western Record of the Year — **Thank God I'm A Country Boy** by John Denver (RCA)
Soul Record of the Year — **Kung Fu Fighting** by Carl Douglas (20th Century Records)
Artist of the Year — **Freddy Fender** (ABC-Dot)

**1976**

Record of the Year — **Wasted Days And Wasted Nights** by Freddy Fender (ABC-Dot)
Pop Record of the Year (tie) — **Love Will Keep Us Together** by Captain & Tennille (A&M) and **Feelings** by Morris Albert (RCA)
Country Record of the Year — **Convoy** by C.W. McCall (Polydor)
Soul Record of the Year — **That's The Way I Like It** by KC & The Sunshine Band (TK)
Artists of the Year — **Captain & Tennille** (A&M)

**1977**

Record of the Year — **Lucille** by Kenny Rogers (United Artists)
Pop Record of the Year — **Southern Nights** by Glen Campbell (Capitol)
Country & Western Record of the Year — **Lucille** by Kenny Rogers (United Artists)
Soul Record of the Year — **Car Wash** by Rose Royce (Whitfield)
Artist of the Year — **Kenny Rogers** (United Artists)


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# Music & Games Execs Discuss Importance Of AMOA Expo

(continued from page 62)

"For instance, I had lunch recently with an operator and he mentioned that they are kind of in a losing situation right now. Because we're caught in this inflationary spiral right now, the manufacturer thinks he can raise his prices to keep up with things in general. By the same token, the distributor raises his prices since he's got to buy the equipment from the manufacturers. But when it gets down to the operator, he is having a heck of a time making more money on the equipment he has.

"So it was this operator's idea that we'll have to go to a higher price per play — but it will have to be a universal thing. And that means there is going to have to be a lot of cooperation among operators, street operators. Universally they'll have to say 'Let's raise our prices on jukeboxes, pinballs, video games, whatever.' "

Zinter concluded by saying that from a manufacturer's standpoint, "You have to try and capture some of these large operators with their distributors and let them know where you're at. If you get on the phone day after day, or you're making frequent trips, you're really not accomplishing that much. Although you're talking to the person who's going to represent you, the question is whether your words ever get out to that end user."

Mel McEwan, director of sales for Ramtek, commented: "If you have something that you think is a hot new product, it's going to have a lot of impact if you show it there (at AMOA). Otherwise, it's important to attend from the standpoint of PR.

"You get to see all the people you only run into once a year," he continued. "In our case, it's primarily distributors whom we talk to all the time on the phone but we don't see too often."

### *Sore Spot*

If there is one sore spot among manufacturers about this year's AMOA convention, McEwan pointed out, it is that it follows the annual NAMA show by only two weeks — with both events taking place in Chicago.

"Why don't they run these things concurrently?" he asked. "Then it would be more feasible for manufacturers to show at both."

Similarly, Bill Currier, sales manager for Irving Kaye Co., said: "We weren't happy about NAMA holding its convention when it was where it was. It doubles our work, but I don't think it doubles our exposure. Because they are holding two conventions in the same city two weeks apart, are a lot of potential customers who would have come to AMOA not going to come because the bulk of their business is in vending?

### *'Disseminate Information'*

"It more or less forces us to display at both shows," he continued "which is a tremendous cash outlay compared to the results that will be achieved."

However, Currier was quick not to downplay the importance of exhibiting at the AMOA show.

"Actually, this is the only opportunity to get all the amusement people together at one time so that they can view any new key developments. In the case of pool table manufacturers, it's extremely important to be able to disseminate information about innovations within the table. So without a doubt, this is the most important show."


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*Bilotta Enterprises* Newark, NY
*Birmingham Vending* Birmingham, AL
*Brady Distributing* Charlotte, NC
*Central Distributing* Omaha, NB
*Cleveland Coin* Cleveland, OH; Columbus, OH
*Coin Machine Dist.* Peekskill, NY
*Commercial Music* Dallas, TX
*Continental Divide* Denver, CO
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*Greater Southern* Atlanta, GA
*Lew Jones Dist.* Indianapolis, IN
*Lieberman Music* Minneapolis, MN
*Litsey Distributing* Louisville, KY
*S. L. London* Milwaukee, WI
*Lovell Company* Albuquerque, NM; Lubbock, TX
*McKee Distributing* Portland, OR
*Monroe Distributing* Cleveland, OH; Dayton, OH
*Music Vend* Seattle, WA
*New Orleans Novelty* New Orleans, LA
*Peach State* Atlanta, GA
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*C. A. Robinson & Co.* Los Angeles, CA
*Roth Novelty* Wilkes Barre, PA
*Royal Distributing* Cincinnati, OH
*Runyon Sales* Springfield, NJ; New York, NY
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## Kenny Rogers

(continued from page 64)

which over the next few years provided eight gold singles, including "Ruby," "Just Dropped In To See What Condition My Condition Was In," "Tell It All Brother," "Ruben James," "Somethin's Burnin" and four gold albums. A television series called "Rollin" soon followed, but the success of The First Edition began in decline. "We'd gotten to a point where we weren't going anywhere," explained Rogers. "We had reached a plateau that was comfortable; we were making a good living, but nothing was exciting anymore." Kenny Rogers and The First Edition finally split up in February of 1976.

In 1976, two decades after his first gold single and one decade after the formation of The First Edition, Kenny Rogers embarked in what was to be his most successful change in his musical career. Rogers signed as a solo performer on United Artists Records.

After the release of his first album entitled "Love Lifted Me," some critics labeled him country, some labeled him folk and some labeled him pop. "I'll tell you what I am," the singer stated. "I'm an entertainer." He is an entertainer.

Kenny Rogers will not have to wait another ten years for musical success . . . It is here now.

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***LOWEN LAND*** *— An aerial view of the massive NSM factory complex, which encompasses production and administrative facilities as well as a swimming pool, the company's tennis club, a sports club and a housing estate. The conversion to solid-state might have necessitated a reduction in the work force, since the microprocessors are imported from America, Peer von Oertzen stated, but such was not the case. "We have increased our production and maintained all of our personnel," he said, "only now, a seasoned toolmaker is assembling amplifiers."*

# NSM To Show Solid State Phonograph Line At AMOA

CHICAGO — NSM of Bingen, Germany, made quite an impact at the MOA '76 convention with its unique display featuring the firm's notable phonograph mechanism, completely submerged in water.

At the 1977 exposition, the company will concentrate its major promotional thrust on the new line of NSM solid-state phonographs, with the reknowned mechanism contained therein and still playing a major role in the exhibit. Individual models to be featured will include the "Century 21," "E-160," "The Prestige E-160," plus two 120-selection economy models and a new NSM 160 wallbox consolette. The firm's U.S. representative Bert Davidson noted that the new machines will be available in various color combinations.

On October 2 of this year, the company celebrated its 25th year of existence. It was founded in 1952 by Messrs. Herbert Nack, Ullrich Schulze and Wilhelm Menke and registered for operation in Brunswick, a town in Northern Germany, under the name NSM which is derived from the first letters of the founders' last names. For 11 consecutive years NSM product has been exhibited at AMOA.

Initially, the company manufactured slot machines but by 1956, after relocating to larger facilities in Bingen, its present site, and expanding operations considerably, NSM commenced production of phonographs.

"The last two years have brought tremendous changes," according to Peer von Oertzen, manager of international sales. During this period the company "put aside the traditional electromechanical games and jukeboxes to start mass producing microprocessor controlled equipment." The line has been very successfully marketed throughout the firm's international sales sphere, he pointed out, and has become exceedingly popular in the U.S.

# Glen Campbell

*(continued from page 64)*

play on the family guitar and was given a $5 Sears and Roebuck guitar when he was four-years-old.

He left Arkansas in the early 1950s as a teenager and lived in New Mexico and Houston, Texas. His first musical jobs were with his uncle, Dick Bills, and they toured the southwest playing at what Campbell describes as "dancin' and fightin' clubs." Soon he formed his own band.

At the age of 22, Campbell moved to Los Angeles with $300 cash and a small trailer filled with his belongings. He soon cut some tunes such as the hit "Tequila" with a studio group called The Champs which included Jimmy Seals and Dash Crofts. He also began working studio sessions with recording stars such as Frank Sinatra, Dean Martin, Bobby Darin, Rick Nelson, Elvis Presley, Nat King Cole, The Mamas And The Papas, The Association, Merle Haggard and others. In 1965, he toured with The Beach Boys for six months.

After achieving a modest hit, "Turn Around, Look At Me," on a small label, Campbell signed with Capitol. His first Capitol album was "Big Bluegrass Special by The Green River Boys featuring Glen Campbell" (released Nov. 12, 1962). After several albums and singles as a solo artist (including a Top 50 hit in 1965 with "The Universal Soldier"), Campbell finally broke into the national consciousness in 1967 with "Gentle On My Mind," penned by his friend John Hartford. Campbell followed it up four months later with another smash hit, "By The Time I Get To Phoenix," which kept him high on both the pop and country charts. In 1968, he had four hits beginning the year with "Hey Little One" and ending it with the top-of-the-charts "Wichita Lineman." The next year he had four more chart hits including "Galveston." At about the same time he had three hit singles and a gold album with Bobbie Gentry. In 1970, Campbell again scored with four hits including the Top 10 "It's Only Make Believe." During the early seventies his chart action and strong sales continued.

# Rose Royce

*(continued from page 64)*

Terry, who seems to be the unofficial spokesman, says, "It's less than three years since we first used the name Rose Royce. The success of "Car Wash" has been a dream come true, and quite honestly, it's been much faster than we expected. This new one though, "In Full Bloom," is the best album I've ever heart. It's much stronger than "Car Wash." Lequeint chimes in: "It should be double platinum."

The absolute heaviest tune of this album is "Do Your Dance," a nine minute and 15 second piece of pure R&B dynamite. The way it's put together everybody gets a shot at soloing and strutting their stuff. Mike Moore's deep bass, like nothing since the Coasters' "Charlie Brown"; newest member Mike Nash's work on ARP and Yamaha (he's replaced Victor Nix); the dual guitar leads between Kenji Brown and guest artist "Wa Wa" Watson; the drums of Henry Garner; the horn parts, the bass line around which it all revolves, Rose's singing, just everything. Merely perfect and definitive.

That's not even the half of this album. Gwen Dickey has two really superb moments on "Ooo Boy," a song currently slated to be the single, and "Wishing on a Star," written by Billy Calvin. "Wishing" is even smoother yet and it looks like it could break Easy Listening as well. Both of these seem to be the kind of songs that become instant standards.

Flipping the platter over, "You're My World Girl" features Kenny Copeland singing lead. If the name itself means little, then note this: It's Kenny who's singing lead on "I Wanna Get Next To You." This is right in that vein and will certainly be a follow-up, most likely pulled off the album by listener response and disc jockey demand

Terry said something very profound and deep in light of the phenomenal success Rose Royce has enjoyed and the very optimistic future that beckons, one the eve of their latest effort. He said, "If we ever get the chance to be a legend like Sly Stone, we won't blow it!" You know something? I think he's right.

# Seeburg Displays Distinctive Line

*(continued from page 67)*

telephone. Only three digit numbers are used, so the selector eliminates the complicated letter-number selection process. The selector operates electronically therefore, selection is instantaneous. The 10-Button Digital Selector is interchangeable with 10 previous 160 selection Seeburg phonographs, as well as with the two Seeburg Consolette models.

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# Cal's Coin College: One Of The Industry's Best Schools

**by Frank Manners**

CHICAGO — No one would seriously dispute the premier importance of repair service in the coin machine business. But where are the new mechanics coming from? Schools and educational programs are popping up all over the country, attempting to fulfill this need. Probably the most publicly recognized, most representative, and one of the best is Cal's Coin College in Nicoma Park, Oklahoma, a suburb of Oklahoma City.

Cal's, a private, vocational school, a two person operation, was established in 1971. Cal Clifford, owner, instructor and janitor, started as a pinball mechanic 40 years ago, and says that he's still learning. Bea, his wife, runs the office, and Cal.

***'Step-By-Step'***

Cal got the idea for the school by watching new mechanics trying to learn by the floundering, groping, trial and error technique. "There were no schools and very little good printed material on the subject," he says. He decided "to teach people systematic methods in isolating problems via the schematic, to develop a step by step, concise, and condensed course, from electricity through games and music, that fills the gap we've always had with newly hired or untrained apprentices."

His philosophy is to build up the student's confidence. Give him specific manuals. Let him train directly and pragmatically on the phonographs and games themselves and not be confounded with abstract concepts or confusing mathematics. Classes are initmate, no more than six at a time, so the student does not get lost in the impersonal shuffle of an overpopulated classroom.

The crash courses are two or three weeks, 40 hours a week. "The first two weeks consist of functional electricity, components used in coin machines, schematics and trouble shooting techniques," Cal notes. In this basic class, pinball is used to demonstrate schematics because "no other coin machine offers the convenience for observing circuits at work," he says.

"After the student completes this two weeks basic course, he then proceeds to apply his knowledge of schematics to the specific machines he has chosen (i.e. jukebox, bingo, arcade machines including video). Each is one week," Cal explains. So convinced of the effectiveness of his methods, Cal offers a warranty; "a student who feels he has not mastered the subjects covered, may within sixty days, take these subjects again at no extra charge, provided he has not missed more than one hour total on subjects covered."

***Entrance Requirements***

What kind of students does Cal's Coin College attract? How does one get in? Cal's entrance requirements are simple: "a desire to learn," a desire to better yourself, a willingness to work, and with a $325 weekly tuition, the student better be serious. No prior electrical or mathematical knowledge needed. Cal doesn't actively recruit students. He relies on word of mouth. "I send notices to people who are in the business and let them tell each other about it," Cal says. "A man in the business will tell a person everything about it, the bad as well as the good. Not everyone can do this business, and not everyone likes it."

The response to the school has been all that Cal could hope for. Several hundred have already attended. Sometimes classes are booked six months in advance, and many companies have sent 10 or more men. They come from all over the world: Hawaii, France, Germany, Canada, the Bahamas; and they come from all backgrounds, according to Cal. "I've had lawyers and teachers take the course," he says. "They wanted something more challenging. Besides, the opportunities are unlimited." Even a few women have ventured into the service business, but only a few. Although the money is good and women are just as capable as men in learning the trade, Cal believes that women face more problems in some of the less desirable business locations which house coin operated machines.

After his crash course, if a person is still interested in the profession, Cal will introduce him to companies with jobs.

The future of service schools and repair men looks rosy and robust. The industry desperately needs capable mechanics. According to Cal, "It's one of the most depression proof jobs I've ever known. In 40 years I don't recall any qualified mechanic in this business being out of work, unless he wanted to be. I suppose I should qualify that statement. If he is a good quality man he will have a job whenever he wants it."


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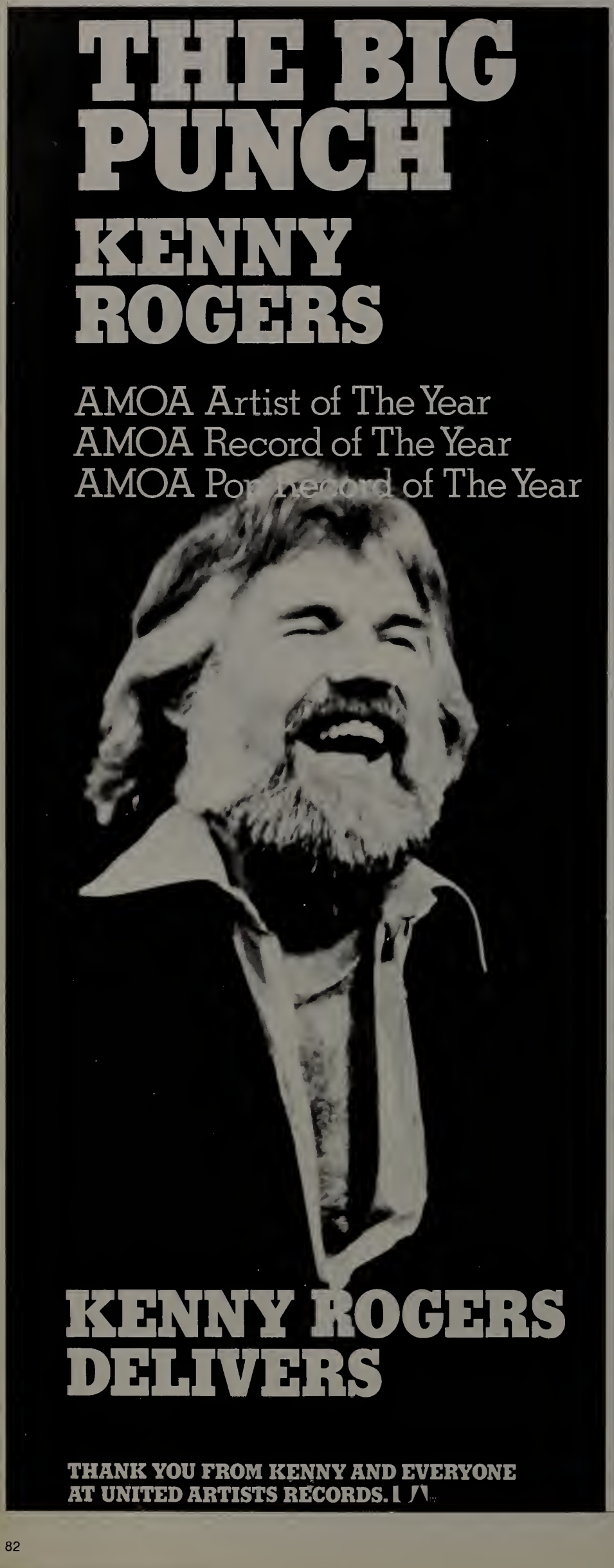




# Bally Electronic Flippers

**by Bernie Powers**

*(Ed. note: Bally Mfg. Corp.'s field service manager Bernie Powers is notably one of the industry's most knowledgeable experts in the field of electronics. He, colleague Jack O'Donnell, and various members of Bally's marketing and engineering staffs have conducted schools on the subject since Bally's initial efforts into solid-state technology began to materialize.* ***Cash Box*** *asked Powers to convey to our readers some of the differences between the electronic and electromechanical pinball machines and outline a few of the points most frequently covered in instruction classes. His statement follows.)*

The questions posed to me by **Cash Box** encompass the entire program of electronic pinballs; their advantages, and instruction on them. I will attempt to first discuss the never ending argument of "Why electronic pinballs?" Then, discuss the specifics of instructing service people on how to handle them.

The best way to begin is to draw on my own experience in the operating end of this business, when there were nothing but electromechanical pinballs on the street. I worked in many facets of operating games, including some time as a street mechanic. It is very frustrating to be working a route and to have the responsibility for maintaining "X" amount of machines and to have little time to do the job perfectly. This is one dilemma that mechanics have lived with for years.

***'Two Hats'***

To explain a little further: the typical route mechanic wears two hats; one is the standard golf style hat that he uses in his normal daily routine of checking his stops. The second is his fire hat, which is used for putting out fires — that is, every time his "best" customer calls complaining about a machine that's out of order.

It has always been my aim to try to eliminate the "fire hat" as often as possible and allow the mechanic enough time per stop to do the thorough job that is required. However, with an electromechanical pinball, there is too much time expended in defining the problem. Most good mechanics can repair and properly troubleshoot a game to make a repair; but, because of the extreme amount of complexity in the features of each individual game, I find that the process of properly defining the problem, or each of the problems, on a machine can be very time consuming. The isolation to an individual circuit is relatively easy, after the initial problem is defined.

The other aspect of the electromechanical game is to properly check it out to determine if there are any problems. The procedure is to coin the game and activate each switch and correlate the switch's function to insure assembly activation, proper scoring, and that the lights are illuminated. This little routine sounds simple as written but can take up to 30 minutes per machine to just simply check out the machine. That time, however, does not include the time it takes to troubleshoot or repair any problems found.

***Down Time***

The bottom line to this is that down time — waiting for the fireman — causes loss of revenue and, with not all of the features working properly, the machine, more often than not, won't get a player's second quarter.

This is where one of the main advantages of electronic pinballs over electromechanical comes in. Bally's game has been designed and manufactured with "serviceability" built in. In short, serviceability means ease of servicing for less non-productive hours on the machine.

The simplest way to put serviceability into perspective is to point out that the machine has five test cycles from which a problem can be defined. These are automatic test cycles which encompass each one of the major areas of the machine: micro-processor module, lights, score displays, solenoid and switches.

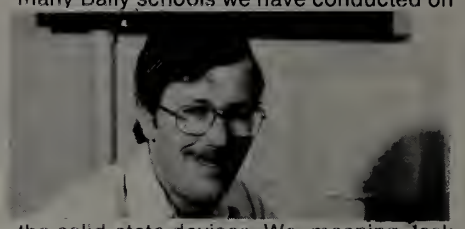
This would take a maximum of five minutes as compared to approximately 30 minutes on an electromechanical game, just to look for problems. This leaves most mechanics the time needed to do a thorough check of a machine on location.

***Serviceability***

The above only looks at one aspect of electronic vs. electromechanical games but, perhaps, one of the most important — serviceability.

The other aspect of serviceability which is still cause for question and discussion with a great number of mechanics is that most mechanical adjustments and assemblies have been removed and replaced by much more reliable electronic components. This lessens the likelihood of failure.

What all this brings us around to are the many Bally schools we have conducted on



the solid-state devices. We, meaning Jack O'Donnell any myself, started entering a few hours of classroom work on the electronic game into our schools back in January of this year. Until May 1977, we only devoted a portion of time to electronic games in our normal pinball schools. May of 1977 marked the breakoff point for Bally, between having electromechanical pinball schools and electronic pinball schools.

We had three separate, three-day Bally pinball schools during May, conducted by Chuck Wellestat from our engineering department, and Jack O'Donnell and myself from marketing. Since then, we have conducted over 25 schools for our distributors throughout the country.

We plan on continuing this effort, to familiarize and train mechanics on the solid-state game. This is exemplified by the fact that we've added another member to our teaching staff: Darrell Blendowski, who is not unfamiliar with teaching a coin-operated school.

As a follow-up to our May program of service schools, we scheduled a two-day school in Chicago just prior to the AMOA convention. We will also conduct 20 more schools for distributors before the year is up.

The regular eight hour schools we hold are broken down in the following fashion. The first hour is used to loosen up the class and talk about basic differences between the electromechanical and electronic games. The next portion of the morning session deals with familiarization of the system and how to set up and approach the game on location. The morning session basically focuses on the easy way to look at the machine and is designed to generate interest on the part of the solid-state skeptic.

The afternoon classes are devoted to actual electronic problems and the diagnostic and repair procedures required to solve those problems on location. This is conveyed by placing defective modules in the game and selecting class members, at random, to come to the machine and troubleshoot the game.

This usually gives even the biggest skeptic the confidence that he can actually work on the machine, and find and make the necessary repairs.

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Bob Welch • Sentimental Lady

(4479)

Kraftwerk • Trans-Europe Express

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Maze • Lady Of Magic

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# CALIFORNIA CLIPPINGS

Portale Automatic Sales' recent week-long open house celebration at its new San Francisco showroom was an unqualified success, according to executive vice president **Tom Portale**. "We were quite enthusiastic with the operator response," he said. "They had nothing but compliments for our showroom, which reaffirmed our optimism." The games which seemed to attract the most operator attention, as Tom noted, were Ramtek's "M-79 Ambush" and Atari's "Starship 1."

DATELINE SUNNYVALE — Home of Atari, where the spotlight is on two new games that will be featured at the AMOA show: "Destroyer," a one-player video sea action piece, and "Airborne Avenger," a four-player solid-state flipper. In addition, Atari's surprise master magician will be at the firm's booths on Saturday, October 29 to draw attention to the new games as well as currently popular attractions such as "Starship 1," "Super Bug," "Breakout," "Sprint 2" and "Time 2000." The Atari booths are located in the West Room of the Conrad Hilton, numbers 16-23 and 26-33.

ON THE EVE OF THE AMOA convention and trade show, **Chris Loumakis** of Pico Indoor Sports in Los Angeles was predicting an upsurge in phonograph and pool table sales. He said his prediction is based on the fact that many operators have neglected to update their equipment in this area for the past two or three years while gobbling up the "glamor products" — video and pinball games. While noting that "new and used" phonos and pool tables have been "the most active part of our business lately," he said there could be a "boom in the coming year as operators catch up on their (phono and pool table) buying."

C.A. ROBINSON'S **Sandy Bettelman** reports that distrib's staff will be out in full force at AMOA. See you there.

# 1978 State Association Calendar

Jan. 20-21: Oregon Amusement & Music Operators Assn., annual conv., Embarcadero, Newport.

Feb. 3-5: South Carolina Coin Operators Assn., annual mtg., Carolina Inn, Columbia.

April 21-23: Wisconsin Music Merchants Assn., spring conv., Abbey Resort, Fontana.

May 19-21: New York Music & Amusement Assn., annual conv., Stevensville Country Club, Swan Lake.

June 2-3: Ohio Music & Amusement Association, annual conv., The Columbus Hilton Inn, Columbus.

July 21-22: Montana Coin Machine Operators Assn., annual conv., Fairmont Hot Springs Resort, near Butte.


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# CHICAGO CHATTER

At the end of this week, coin machine people from throughout the world will be in Chicago for the 1977 AMOA exposition, being held in the Conrad Hilton Hotel. The show will officially open on Friday morning, October 28; but, as a special service, AMOA has arranged for early arrivals to register on Thursday, October 27 from noon to 6 pm. This accommodation, instituted a few years back, helps immeasurably in easing the heavy traffic at the registration desk on Friday morning . . . Among association sponsored events highlighting the three-day convention will be a Ladies Luncheon at noon on the 28th, with noted psychic **Irene Hughes** as featured guest; the AMOA Industry Seminar, at 3:30 that afternoon, featuring University of Notre Dame's **Dr. John Malone** conducting an in-depth presentation on salesmanship; and the annual AMOA Membership Brunch on Saturday morning (29). Expo's climaxing event will be the annual banquet and floor show on Sunday evening — with an all star cast of entertainers.

VISITORS TO THE BALLY exhibit can look forward to a lot of surprises this year. For openers, hockey great **Bobby Orr** will be at the booth on Friday, in behalf of the new Bally "Power Play" electronic pin, which is being revealed at Expo. The game's theme, of course, is hockey and Orr, himself, figures prominently in the machine's graphics. "Eight Ball" will also be featured, and the gigantic "Big Foot" pinball machine — of television fame. The entire decor of the booth will be different this year — and don't be surprised if another national celebrity makes an appearance during the course of the convention.

THE RECENTLY DEBUTED "Laguna Racer" will be in the spotlight in the Midway exhibit — along with three, or possibly four, brand-new releases. Mums the word, however, as to further specifics — but **Stan Jarockl** extends an invitation to stop by and see for yourself.

LARRY BERKE, director of sales for Midway Mfg. Co., and **Steve Heckmyer**, marketing services manager for Brunswick's Briarwood Division, found themselves in a rather unique position a couple of weeks back. Would you believe, roommates at Skokie Valley Hospital? Who says competitors can't live together in harmony — and how can you avoid it within the confines of a hospital room. At any rate, both were doing nicely when we spoke with them on October 17 and, by this time, should be back at their respective posts making ready for AMOA. Hope you didn't talk in your sleep, fellas.

BALLY MFG. CORP.'s national "Super Shooter — Battle of the Pinball Wizards" contest got underway this month at more than 85 Aladdin's Castle game rooms. The finals are slated for the Playboy Towers hotel next February. Among the other participants are Faded Glory sportswear, AMF Voit, MCA Records, Pioneer Electronics and Datsun.

# The Juke Box Programmer

## Top New Pop Singles

1 **SWINGTOWN** STEVE MILLER (Capitol P-4496)
2 **YOU MAKE LOVIN' FUN** FLEETWOOD MAC (WBS 8480)
3 **HARD TIMES** BOZ SCAGGS (Columbia 3-10606)
4 **SLIP SLIDIN' AWAY** PAUL SIMON (Columbia 3-10530)
5 **SENTIMENTAL LADY** BOB WELCH (Capitol P-4479
6 **MONEY, MONEY, MONEY** ABBA (Atlantic 3434)
7 **YOU'RE IN MY HEART** ROD STEWART (WBS 8475)
8 **GO BACK HOME AGAIN** ANDREW GOLD (Elektra E-45439-A)
9 **LIFE STILL GOES ON** BACHMAN-TURNER OVERDRIVE (Mercury 73951)

## Top New Country Singles

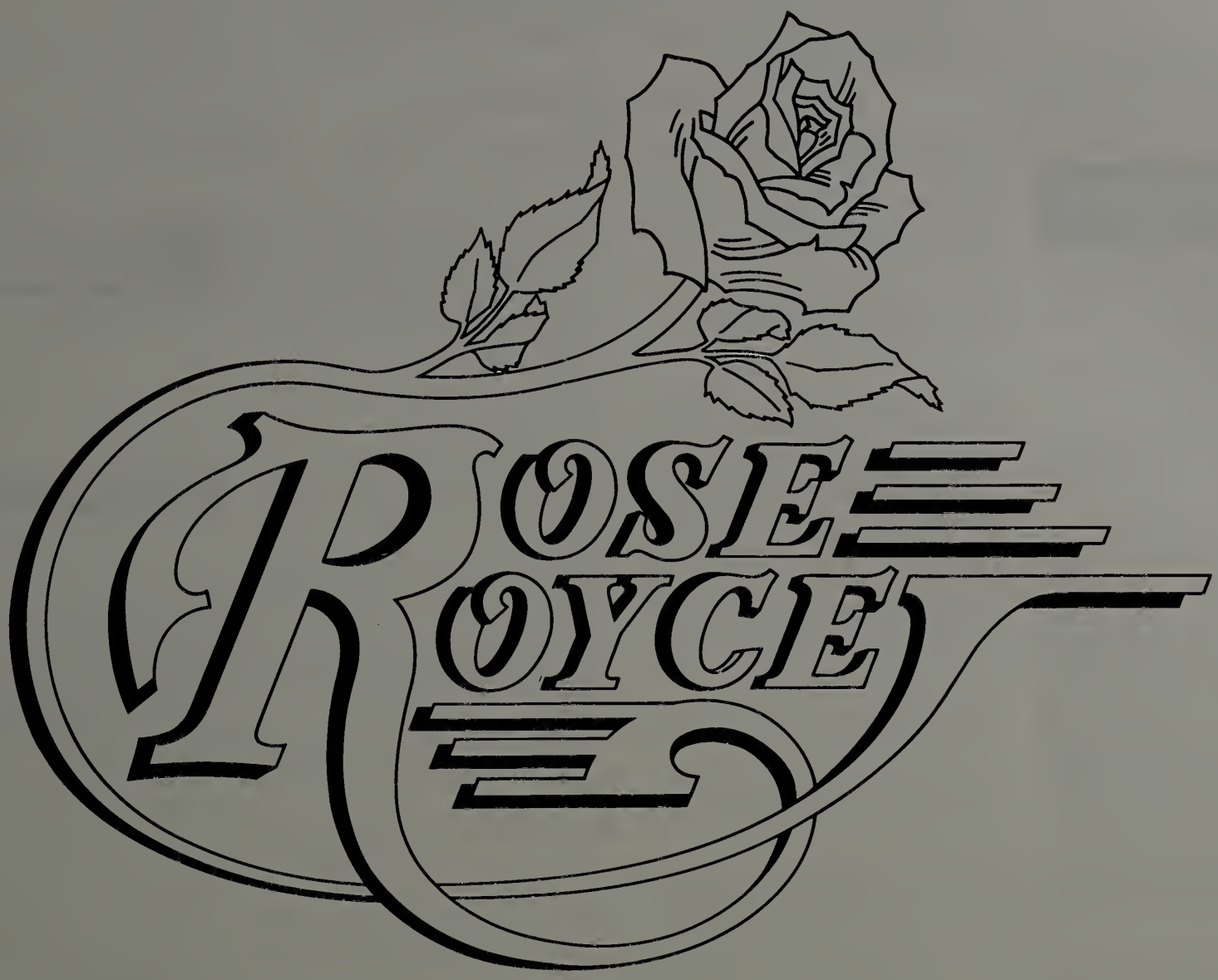
1 **GEORGIA KEEP PULLING ON MY RING** CONWAY TWITTY (MCA 40805)
2 **HERE YOU COME AGAIN** DOLLY PARTON (RCA PB 11123)
3 **SWEET MUSIC MAN** KENNY ROGERS (UA WX 1095)
4 **QUITS** GARY STEWART (RCA PB 11131)
5 **IT SHOULD HAVE BEEN EASY** DOTTSY (RCA PB 11138)
6 **MOTHER COUNTRY MUSIC** VERN GOSDIN (Elektra E-45436)
7 **I'M KNEE DEEP IN LOVING YOU** DAVE & SUGAR (RCA PB-11141)
8 **RAYMOND'S PLACE** RAY GRIFF (Capitol 4492)
9 **CHAINS OF LOVE** MICKEY GILLEY (Playboy 5815)

## Top New R&B Singles

1 **RUNNIN' FOR YOUR LOVE** BROTHERS JOHNSON (A&M 1982)
2 **VOYAGE TO ATLANTIS** THE ISLEY BROTHERS (T-neck Z58 2270)
3 **LOVELY DAY** BILL WITHERS (Columbia 3-10627)
4 **BELLE** AL GREEN (Hi 77505)
5 **GETTING READY FOR LOVE** DIANA ROSS (Motown 1427)
6 **SERPENTINE FIRE** EARTH, WIND & FIRE (Columbia 3-10625)
7 **DO DO WAP IS STRONG IN HERE** CURTIS MAYFIELD (Curtom CMS 0131)
8 **SORRY DOESN'T ALWAYS MAKE IT RIGHT** GLADYS KNIGHT (Buddah 584)
9 **FUNKY MONKEY** MANDRILL (Arista ASO 274)

## Top New MOR Singles

1 **WHAT A NIGHT** TOM JONES (Epic 50468)
2 **JUST YOU & ME TOGETHER LOVE** HENRY MANCINI (RCA PB 11142)
3 **SHOWTIME** SAMMY DAVIS, JR. (Warner Brothers WB 8478)
4 **THE HAPPY GIRLS** HELEN REDDY (Capitol 4487)
5 **SEND IN THE CLOWNS** JUDY COLLINS (Elektra 45253-A)

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*Rose Royce*

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**WANT TO BUY:** Auto Phono Model 11, 12, 14 & 17, reconditioned. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

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**FOR SALE:** Keeney Red Arrow, Keeney Twin Dragon, Bally Deluxe Gold Cup, Bally Super Jumbo (export only). UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

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**NATIONAL WHITENBURG MODEL 400 FOOD VENDER** 1 National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 $175 or 7 for $1000 — Rowe 20 800 $295, crating extra. Arcade equipment. Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792-1810.

• • •

**SALES:** 400 assorted Gottlieb, Bally, Williams flippers, '70-'76, Bingos, Bali, Stockmarket, Tickertape, Wallstreet, Mysticgate. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

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**FOR SALE;** We have in stock a great quantity of 5-year-old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove, France telex 350018.

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**FOR SALE:** Silver Sails, Red Arrows, Ticker Tapes, Blue Chips and stock markets. Also Sweet Shawness, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots and Mt. Climbers. Antique slots for California area. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

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**IMMEDIATE DELIVERY** — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queens, Bikini, New Sweet Shawnee, New Twin Knight Used Uprights, New Big Three blackglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

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**BUY** a spare Trapshoot **transmitter**, $39.95 each, or buy two and we'll send one **receiver** unit **free**. Call Dave, HANSON DISTRIBUTING CO., (612) 884-6604.

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**FOR SALE:** Rock-Ola 504 wallbox $100; Rock-Ola Receivers, 1725-8-2, 1765, 1721, 1769 $65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland. Ore. 228-7565

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**SEEBURG LPC 150, AMI 200, N 150.** Johnson coin sorter & counter 295. Tennis Tourney 200, Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway. N.Y.

**FOR SALE:** Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg DS 160 and Model R. D&L DISTR. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

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**FOR SALE:** Royal Flush $760, Surf Champ $775, Jacks Open $685, Target Alpha $695, Jack In The Box $425, Big Hit $700, Super Soccer $475, Fast Draw $750, Big Indian $535, Spirit of '76 $715, Freedom $775, Sky Kings $325, Capt. Fantastic $850, Hang Glider $795, Big Deal (write), Grand Prix $775, Darling $350, Red Baron $475, Hollywood $495, Speed King $475, Big League Baseball $495, Fairy $425, Tornado Baseball $895, Racer $775, Top Gun $775, Boot Hill $1175, Sea Wolf $1125, Steeplechase $625, Outlaw (new) $625, Outlaw $495, LeMans $1225, Night Driver $1225, Stunt Cycle $695, Breakout $1050, Flyball $395, Tank 2 $725, Death Race $1095, Bazookas $925, Bi Plane $625, Bi Plane 4 $1150, Lazer Command (new) )825, Lazar Command )725, Meadows 4 in 1 $725, Meadows 4 in 1 (with stand) $750, Dynamo Model E (new) $475, Dynamo $295, Garlando (cheatproof with glass) $495, Garlando $175, Fire Chief $350. Super Shifter (as is) $200, Flying Tiger (as is) $175, Swagrab $795, Skill Crane $795, Rotor (imported pusher) $575, Skill Digger $395, Mini Auto Bumper Carousel $650. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113. Tel.: (504) 529-7321.

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**RECORD BINS FOR SALE:** 4 LP wide step-ups $80 each: 5 LP wide step-ups $100 each: extra large browser bins $125 each. Contact: Jack Baker (213) 240-6290.

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**FLIPPERS:** At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfgr. available, immediate delivery call for lists. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

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**ALL TYPES OF COIN-OPERATED EQUIPMENT.** Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending. Cigarettes, candy, cold drink. National Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

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**WURLITZER** Model 1100, Rockola model 2, Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes — Make offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, NY 13615.

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**Electronic Test Equipment: Books & Home Study Courses**. Immediate delivery on B&K oscilloscopes, digital multimeters, transistor checkers & power supplies.

**E&L Instruments** bugbooks & training aids for home study including the Digi-Designer, the innovator Series & MMD-1 microprocessor system. Call for free catalog & prices. BankAmericard & Master Charge accepted. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call too free in U.S.A. 1-800-325-8997 (in Missouri) call 1-800-392-7747).

**FOR SALE:** Arcade machines ready for location: Midway Dune Buggy $100, Midway Whirley Bird $100, C.C. Invader $100, C.C. Motorcycle $100, C.C. Stunt Pilot $100, Pro-Quizmaster $50, Unscramble Quiz Game $50, Desert Fox $250, Super Shifter $295, Flipper Kiddie Ride $125, Foosball $150, Midway Flying Saucer Gun $250, Williams 2-Player Olympian $225, Williams 1-Player Klondike $200, Williams 2-Player Olympian $225, Williams 1-Player Klondike $200, Williams 2-Player Lucky Lady $250, Williams 1-Player Travel Time $200, Williams 2-Player Olympia Hockey $200, Games Skill Race Pinball $150, U.S. Marshall 5¢ Gun $50, United Shuffle Alleys Betta, Orbit, Times Square, C.C. Shuffle Alleys, Gold Mine and Festival Brunswick Air Hockey 7 ft. $300, National Cigarette Machines consoline model 20 ad 22 column, $200 and up, Rowe Riviera model $275 and up, Wurlitzer jukeboxes 2-3500, 2-2610, 1-3100, 2-3410. Give me a price on any of the above pieces. Will buy Bally Beauty Contest, Waikiki Beach and Red Arrow. Also Shot-a-Lines. For sale: Lotta Fun converted to Barrel of Fun, also 7 ft. and 8 ft. pool tables new and used. GUERRINI VENDING, 1211 W. 4th St., Lewistown, Pa. 17044. Phone (717) 248-9611.

• • •

**SALE:** 1,000 Bally super continental slot machines. Excellent condition, $1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

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**FOR SALE:** Stunt Cycles, LeMans, Tornado Baseballs, Checkmate, Sega Road Race, Winners, Zodiacs, Gottlieb & WMS pingames, Seeburg Electras, LS-1, SS-160, Wurlitzers 3510. D & L DISTRIBUTING CO., INC., Box 6007, Harrisburg, Pa. 17112. (717) 545-6264.

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**FOR SALE:** 50 Seeburg 160 selection wall boxes $25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Watling 200 scale $200; Rock-Ola Lowboy $60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

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**FOR SALE**, completely reconditioned: **Bally** — 1 Amigo $695, 1 Flicker $645, 1 Boomerang $725; **Williams** — 1 Travel Time $395, 1 Pat Hand $895; **Ramtek** — Clean Sweep $395; **Midway** — 1 Tornado Baseball call or write. MICKEY ANDERSON, INC., P.O. Box 6569, Erie, Pa. 16512. Phone (814) 452-3207.

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**BINGOS FOR EXPORT ONLY**. Available 25 Big Wheels. Write for special price. Also OK games and Ticker Tapes. Late pinballs and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

## LEGAL

**IF YOU NEED A LAWYER** call L. ROB WERNER, Attorney (213) 469-7047, 462-7227. UCB Building, 6255 Sunset Blvd. 20th Floor, Hollywood, Calif. 90028.
— Personal service for your legal needs.
— Special arrangements made to meet the demanding needs of the industry.

## REAL ESTATE

**FOR SALE: East Side-New York City, Excellent disco and restaurant,** 14,000 sq. ft. Fully equipped. $50,000 rental P.A. Sale Price: $395,000 financing considered. GRONICH & KARR, INC., 11 E. 44th St., New York, N.Y. 10017, or call Maylin Lin (212) 682-6262.

## EMPLOYMENT SERVICE

**SCHOOL FOR GAMES AND MUSIC,** two and three week courses. Phonos. Flippers and Bingos. By schematics! CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

• • •

**YOUNG WRITER-PRODUCER** with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240.

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**MECHANIC-COLLECTOR WANTED:** Games, music, cigarettes repair. Must have references and years of experience. 5-6 days. Benefits. North Central New Jersey, 2 bedroom apartment available. Send resume to **Cash Box** Magazine, 119 W. 57th St., New York, New York 10019.

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**SEEKING** record company or writer with connections for song releases. ½ publishing rights wanted. Also master tapes for sale, ready for pressing. Perez, Box 633-A, Detroit, Mich. 48232

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**JO-BAR MUSIC PUBLISHING CORPORATION** and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

• • •

**A&R MAN TRAPPED IN SINGERS BODY.** Person with eight years experience in jingles, office management & music business as a singer seeks A&R position with label — will accept any gig leading to A&R. Have contacts. Steve Goldin (213) 221-2988.

**FORMER RADIO ANNOUNCER,** A&R dir., R&B promotional mgr. and record producer, would like to be picked up by a record company, or would like to have a R&B record label distribution deal. Call Mr. McGee: (215) 365-8673.

• • •

**BMI SONGWRITER-COMPOSER** who has written for Tavares, Righteous Bros., Grass Roots and others now auditioning soulful keyboard players for composing-collaboration. Also have contemporary soul and disco catalog for A&R men and producers. Willie H. Wilson (213) 299-6649.

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**SERVICE SCHOOL FOR GAMES AND MUSIC.** Ten-week night course teaches practical theory, schematics. $575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

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**MAJOR NEW YORK RECORD COMPANY** has excellent opportunity available for art director in its advertising department. Should have three to five years experience. Print and TV concept and design necessary. Comprehensive benefits, salary commensurate with experience. Please send resume to CB Box 555. EEO employer F/M.

## SERVICES COIN MACHINE

**ACE LOCKS KEYED ALIKE:** Send locks and the key you want them mastered to: $1.25 each, 10% D/C in lots of 100 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

• • •

**Public Auction Sale by Sealed Bid,** 2:00 P.M., Nov. 25, 1977. 53,000 LP & Stereo Records, NEW. 5,000 8-Track Tapes, NEW. Bids invited on Small-Large quantities. Call-write for Bid Catalog. M.W. "Zip" Zimmerman & Co., P.O. Box 5924, Sherman Oaks, CA 91403. (213) 872-1650.

## RECORDS-MUSIC

**FOR SALE:** The Music Industry Series by Walter Hurst. Record Industry book $25. Publishers Office Manual $25. Copyright $10. Music/Record Business and Law $10. How To Be A Music Publisher $10. SEVEN ARTS PRESS, INC., Box 649 Hollywood, Ca. 90028.

• • •

**LEADING TAPE AND RECORD DISTRIBUTORS OF** all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (516) 379-5151. (212) 895-3930. Telex 126851 Canstripe Free.

• • •

**RECORD/MUSIC POSITION** wanted by young single male, B.A. (Economics), J.D., in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

• • •

**WANT: 45s/ALL TYPES 1955-1976** (Pop, R&B, C&W, MOR). Will deliver cash if you got enough of what we want. Call Martin Cerf/Phonograph Record Magazine, P.O. Box 2404, Hollywood, CA 90028.

• • •

**INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS,** discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

• • •

**FORWARD** $1.00 for sample record plus free information on good quality record pressing. JODY RECORDS, 1697 Broadway, New York, N.Y. 10019, Suite 802-B.

• • •

**WANT RECORDS & TAPES, 45s AND LPs,** surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 101 Gedney St., Nyack, N.Y. 10969 (914) 358-5086.

• • •

**FREE CATALOG — COMPLETE ONE STOP:** Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainview, L.I., N.Y. 11803.

• • •

**KING OF MUSIC RECORDS** is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville Tenn. 37203, or call (615) 242-2023.

• • •

**FOR SALE:** 5,000 jukebox 45s. 100 different $8.50; foreign $13. Choose Rock, Disco, Polka, Country. AL's 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

• • •

**OPERATORS** — We buy used records not over 1 year old — 10¢ each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

• • •

**RARE RECORD SHOPS AND FINDER.** List of 31 United States shops. Up to date list personally compiled $2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

• • •

**HOUSE OF OLDIES** — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog. $1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

• • •

**FOR EXPORT:** All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LDT. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPODARO, NEW YORK.

## HUMOR

**DEEJAYS!** Here's top drawer comedy for you! 11,000 one-line gags for radio; only $10! Unconditionedly guaranteed! Catalog of one-liners, funny stories, put-downs, trivia, breaks, and lots more, free on request. Edmund Orrin, 411/1-C Grove Place, Madera, Calif. 93637.

• • •

**DEEJAYS! COMICS! CUSTOM GAGS!** written especially for YOU! Incredible new "one-to-one" service by top professional comedy writer. PLUS- Hottest monthly gagletter anywhere! Fat sample issue $3. Informative brochure FREE on request. PETER PATTER, P.O. Box 402-C, Pinedale, Cal. 93650.

• • •

**CREATE YOUR OWN ORIGINAL HUMOR!** Formula and instructions, $3.50 to: Humor, Box 21348, Phoenix, AZ 85036. Money back if not satisfied!

### CLASSIFIED AD RATE 25 CENTS PER WORD

**Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — $148 Classified Advertisers (Outside USA add $78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.**

**Classified Ads Close WEDNESDAY**

**Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028**

### CLASSIFIED POWER!

**Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.**

**Classified Ads Close WEDNESDAY**

**Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028**

**Make sure your check is enclosed**

# EXECUTIVES ON THE MOVE

(continued from page 33)

**Guevara Joins P.D. Ent.** — Paul Drew Enterprises has announced the appointment of Rosie Guevera as personal assistant to the president. Most recently, she was music director of KHJ Radio. Previously she was a secretary at RKO Radio for over two years.

**D'Imperio Appointed At Paramount** — Joseph E. D'Imperio has been appointed director of music of the studio music department of Paramount Pictures, it was announced today by Famous Music Company, a subsidiary of Paramount Pictures Corporation. He replaces Dominic Frontiere who resigned last week. Having joined RCA Victor Records as an attorney in 1955, D'Imperio became counsel, then senior counsel for the record division during his first five years with the company. From 1963 to 1965 he was division vice president, business affairs, and until February 1971, when he left RCA Records, he held the titles of division vice president for three subsequent divisions, product and talent development, talent services & music publishing, and popular music. In March, 1971, D'Imperio became president of Ringling Bros. and Barnum & Bailey Records and Feld Brothers Management Corporation, as well as several music publishing firms owned by Ringling Bros. and Barnum & Bailey Records.

**Stark Named At Filmways** — Terry Stark has been named president of Filmways/Heider Recording Inc. He began his career in the recording industry at Heider in 1971 as a night phone man, and served as studio manager from 1973 through 1975. For the past two years, Stark has been particularly active in the remote recording field, both in music and television.

**Harrison Named At Press Office** — The Press Office has announced the appointment of Julie Harrison as director of tour publicity for the organization. Prior to joining The Press Office she was director of tour publicity for Rogers & Cowan, Beverly Hills and was associated with Atlantic Records, previous to that.

**Grant Named At WEA** — Warner-Elektra-Atlantic Corp. announced the appointment of Dee Grant ás national travel manager. Grant, who was with WEA for five years at its Los Angeles Branch prior to joining the Home Office staff one year ago, has extensive experience in operations and administration.

**Two Named At Rosenthal** — Art Becker, Jr., and Marvin Haas were named vice-presidents of Albert Jay Rosenthal Advertising, New York. Both men are account supervisors.

**Music Matters Names Malden** — Lynne Maiden has joined Music Matters as an artist representative. Maiden, formerly with the Stan Kenton office, will act as liaison between jazz educators in high schools and colleges across the country and professional Los Angeles musicians in the company's musicollege program.

**Bailey Appointed At Paramount** — John Bailey has been appointed director of financial planning and analysis for Paramount Pictures Corporation. He joined Paramount Pictures in December, 1973. Prior to his new appointment, he had been manager of financial planning. Succeeding Bailey in the capacity of manager of financial planning will be Robert Salerno.

**Frontiere Leaves Paramount** — Dominic Frontiere has submitted his resignation to Paramount Pictures Corporation as director of music of the studio division. He has resigned in order to devote all of his time to composing music for motion pictures, television and records. He recently composed the score for "Washington, Behind Closed Doors" which debuted on ABC Television last month. On November 5, 1977 he will conduct the Royal Philharmonic Orchestra at the Albert Hall, London, in a program consisting of music from Paramount motion pictures over the last 50 years.

**Changes At Record Bar** — Norma Laughton has been named director of personnel for Record Bar, Inc., and Jill Bartholomew has been promoted to managing director of AD-Ventures Associates, the Record Bar advertising agency. Laughton joined the chain on a part-time basis in May 1976, while she attended graduate school at the University of North Carolina in Chapel Hill. Bartholomew joined the AD-Ventures staff as media buyer when the agency was formed in June 1975. She is a graduate of the School of Journalism at Pennsylvania State University.

**Moore Elected At NARAS** — Ray Moore has been elected president of the New York Chapter of the Recording Academy (NARAS) by its board of governors. He succeeds Allan Steckler, who had served two terms, and who was asked to serve as first vice president. Other newly-elected officers include Anne Phillips as second vice president, Jay Sacks as secretary, and Larry Keyes as treasurer.

**Holland To BNB** — Richard Holland has joined BNB Associates and Tattoo Records as director of in-house public relations and also will be involved with Tattoo's music publishing company, Big Heart Music. He formerly was a management executive with BNB Associates and Robert Ellis and Associates. Before that, he was president of Hollywood Film Consultants, and a film executive for Universal Pictures.

**Connie Pappas** — has joined Ken Fritz Management.

**Elliott Upped At AVI** — Robin Elliott, administrative director for American Variety International's personal management division, has been upped to assistant vice-president of the entertainment conglomerate. Elliott, who has been with the company for 12 years, will function in an executive capacity for all AVI subsidiaries, including recording, studio operations, and personal management, as well as general supervision of the publishing division.

**Morales Leave Platinum** — Clancy Morales, staff artist with the creative services department of Platinum/Chess Records, has departed the company. He can be reached at P.O. Box 1005, Englewood Cliffs, N.J. 07632.

**Terry At Cream-HI** — Cream-Hi Records has named Stan Terry southwest regional promotion and marketing manager. He was most recently national director of promotion and sales for Fantasy Records. He started in the record industry in 1960 as a salesman for Liberty Records and went on to become national promotion director for Hi-Records and southwest regional promotion and sales director for London Records.

**Markham At Presser** — The Theodore Presser Company has announced the appointment of Henson Markham as vice president, director of publications. He joined the Presser organization in January, 1977, with the initial assignment of coordinating the transfer of the print and distribution division of Chappell Music Company to the Presser Company, Chappell's newly appointed distributor.

## Sound Unlimited Gets Mile-High, Pan Am. Dist.

DENVER — Sound Unlimited recently acquired Mile High One-Stop and Pan American Distributors here with plans to consolidate operations into a newly purchased building which company president Noel Gimbell says is three times the size of Sound Unlimited's present facility. The move is expected early in 1978, Gimbell reported.

Bob Jacobs, former midwest sales manager of Springboard Records, has been named branch manager of the operation.

# Bing Crosby, Whose Career Spanned 50 Years, Is Dead

(continued from page 9)

Crosby's "White Christmas" album alone, Passamano was quoted as saying, "has generated orders for half a million since last Friday (Oct. 14, the day Crosby died)."

A greatest hits album, which was originally scheduled for release by MCA early in 1978, is being rush-released to stores next week, according to the Post's article. MCA Records, when it was known as Decca, is where Crosby recorded during the time of his biggest hits in the 1930s and '40s.

The paper said a spokesman for London Records, which brought out Crosby's latest recordings earlier this year, said within five days of singer's death, "We were wiped out of on-hand inventory and are re-ordering in six figures."

Most New York-area record stores have reported increased demands for Crosby's albums, but several have said that demand is not as great as that which followed the death of Elvis Presley last Aug. 16.

He was born May 2, 1904 in Tacoma, Washington, as the fourth in a family of seven children of Harry Lowe Crosby and Kate Harrigan Crosby. The other children were Larry, Everett and Ted, who were older than Bing, and Catherine, Mary Rose and Bob, who later became a famous big band leader.

The family moved to Spokane in 1910, and about the same time, Harry Lillis became "Bing." He said he got the name from a comic strip character he liked named "Bingo" and the name stayed with him from the time when he started to school at Webster Elementary School until he graduated from high school.

Bing was active in sports in high school, but never studied music formally. He took part in elocution contests in high school and studied law later for three years at Gonzaga University.

### *First Drum Set*

He got a set of drums in his first year of college and joined a friend, Al Rinker, in a band called the Musicaladers. In 1924, he and Rinker bought a car and moved to Los Angeles.

They played vaudeville dates around the country for nearly two years, then joined another singer, Harry Barris, to form the Rhythm Boys. They were hired by bandleader Paul Whiteman and toured with him for three years.

When Whiteman's band moved back east, The Rhythm Boys stayed in California and joined bandleader Gus Arnheim at the Cocoanut Grove. Mack Sennet first saw Crosby there and signed him for a series of short subjects to be distributed by Paramount.

It was in these short films that Crosby was first heard by the masses, singing "I Surrender Dear," "Just One More Chance" and "The Blue Of The Night," which became his theme.

This led to his first record contract with Brunswick, which later became Decca Records, now under MCA.

Bing married Dixie Lee in 1929, when she was a rising star at Fox Studios, then began singing on CBS radio where he performed for 29 weeks at the Paramount Theater in New York doing five or six shows a day.

### *Illness*

Crosby said this heavy schedule was responsible for the "one and only real illness" of his life. He developed nodes on his vocal chords and took a break from singing for two or three weeks. When he returned, his voice was somewhat lower.

Because of the change it made in his voice, the nodes later became famous as "the million dollar wart."

He appeared in his first feature-length movie, which he said his brother Everett was responsible for "edging" him into, in "The Big Broadcast of 1932."

From there, he went on to star in more than 50 other pictures. In 1948, he was selected, for the fifth consecutive year, as the top money-making star of motion pictures in the annual poll of exhibitors conducted by the Motion Picture Herald, a trade paper.

In his recording career, he became the first artist to be awarded a platinum record, which he received in 1960 recognizing his worldwide sales of more than 200 million records.

Besides his singing and acting, Crosby became involved with other business interests, which included a television production company, oil wells, an orange juice company, a trailer village in Palm Springs, his 25,000-acre cattle ranch in Nevada and Bing Crosby Enterprises. He also owned about 15% of the Pittsburgh Pirates baseball team and about 5½% of the Detroit Tigers.

### *Golfing*

But golfing was the interest other than singing and acting with which Bing was most frequently identified. He died shortly after completing 18 holes in Madrid.

His exhibition golf matches with Bob Hope raised thousands of dollars for charity and the annual Pebble Beach Bing Crosby Pro-Am Tournament also donated its proceeds to charity. The Pebble Beach Tournament was financed entirely by Bing.

During World War II, Crosby helped sell more than $14 million worth of war bonds and donated the proceeds from his recording of "Silent Night" to his brother Larry's show troupe, enabling it to tour military installations in the U.S.

Bing organized the Crosby Camp Shows, and traveled more than 50,000 miles on tours of England, France and Germany entertaining troops.

***THANKS*** *— UNICEF's annual Halloween fundraising campaign this year featured recorded radio announcements and gratis personal appearances by Polydor recording artists Gloria Gaynor and Roy Ayers. They were, in return, presented with Certificates of Appreciation by Andrew Young, the United States Ambassador to the United Nations. Pictured at the presentation ceremony are (from left): Gaynor; Rick Stevens, vice president of A&R, east coast, for Polydor; Young; Ayers; Dave Shein, vice president of finance for Polydor; and Matt Parsons, director of R&B promotion for Polydor. Pictured at bottom are (from left) Evangeline and George Dramotonos, who represented the 300,000 schoolchildren expected to "Trick or Treat for UNICEF."*

# 3rd Annual International Record & Music Industry Market

**Doral Hotel Miami Beach**

**Oct. 28-Nov. 1, 1977**

INTERNATIONAL

# MUSEXPO '77

**IF YOU'RE IN THE MUSIC BUSINESS YOU CAN'T AFFORD NOT TO BE THERE**

## 300 Record Labels Set To Participate In Third Musexpo

NEW YORK — This year's Musexpo will feature an increased participation from record companies, publishing firms and radio personnel. Record label participation has almost doubled with over 300 record labels worldwide having confirmed their attendance at this year's third annual record and music industry market held October 28-November 1 in Miami.

U.S. based record labels participating include RCA Records, CBS Records, London Records, Atlantic Records, Private Stock Records, ABC Records, Cuyre Industties/Salsoul Records, Fantasy/Milestone/Prestige Records, Epic Records, DJM Records, L.A. International Records, Jem/Passport Records, AVI Records, Dharma Records, Laurie Records, Jet Records, Midsong International Records, New World Records, Springboard International Records, Request Records, Direct Disc Records, Major Records, Pap Records, SMI Records, MJ Records, SRI Records, Jay Jay Records, Red Greg Records, Mushroom Records, and MCA Records.

***Overseas Labels***

Overseas based record labels participating include: Decca Records (U.K.), Bellaphon (Germany), Jupiter Records (Germany), Basart Records Int'l (Holland), Jet Records (U.K.), Able Records (Canada), Teldec (Germany), Nippon Phonogram (Japan), Splash Records (U.K.), Direction Records (Canada), Discotel (Canada), Ariola Benelux (Holland), Gumma Records (Canada), Domenica de Discos (Dominican Republic), Emerald-Mint Records (U.K.), Fab. de Discos Columbia (Spain), Trema (France), Gull Records (U.K.), Heathrow Record Exports (U.K.), Image Records (Australia), Release Records (Ireland), Kebec Disc (Canada), Solo Records (Canada), Boni Disco (El Salvador), Nevis Records (U.K.), Pilot (U.K.), Rainbow Recors (Germany), Royalty Records of Canada (Canada), Sonet Records (U.K. & Sweden), Toshiba-EMI (Japan), Velvet de Venezuela (Venezuela), Wizard Records (Australia), Zartos (Spain), Down-Stairs Records (Canada), Leo Records (El Salvador), Mushroom Records (Australia), 3rd World Records (U.K.), State Records (U.K.).

This year again shows a steady increase in publishers participating at Musexpo '77, with over 280 music publishing companies worldwide having confirmed their participation. From the U.S.A., participating publishing companies include: Screen Gems/EMI, MCA Music, RCA Music Publishing Int'l, Acuff/Rose Publications, April Blackwood Music, Irving/Almo and Rondor Music. Chappell Music, Burlington Music, Columbia Pictures Publications,

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## Great Britain Music Industry Represented At Musexpo

NEW YORK — Great Britain's music publishing and record industry personnel will again be predominately represented at Musexpo. 26 firms will exhibit under the sponsorship of British Phonographic Industries Ltd. and the Music Publishers Associated Ltd. Another eight British companies will show independently.

Two important participants will be the British Broadcasting Corporation and the Decca Record Co., which will be meeting with its affiliate company London Records and U.S. business contacts. The BBC will demonstrate its wide range of product and John Ross-Barnard of the BBC has been invited to head the international section of the Radio Programming seminar at Musexpo.

Wilson Editions has attended the two previous shows. These produced publishing and record deals for the firm from many parts of the world, but were specially valuable in opening up the U.S. market for both popular and classical material. Musexpo '76 offered the first introduction to American radio and background music possibilities resulting in ITW Productions establishing Carson West and the Chartsound Orchestra specifically to record for the USA. 24 titles have been completed since March of this year and have been syndicated coast to coast. Further recordings by the orchestra and their marketing throughout the world will be one of the primary objectives in Miami.

***Jet Records***

Jet Records, established in 1974, has reached the point where it is no longer a new company but has crossed into adulthood, says director Don Arden. Jet has produced many new names and has big worldwide sales. The roster now includes Alan Price for North America and Kingfish who have had a recent hit in the States. Also known here is the Electric Light Orchestra, described as Jet's $10 million superstar, which has built a reputation as an exciting, entertaining and innovative force in rock music. Their latest LP is the fourth gold album in a row.

Cyril Shane has built in nine years one of the most successful independent publishing houses in Britain and claims to have been responsible for making more continental hits than any other British publisher. The Cyril Shane Organisation comprises 10 publishing companies which have had many successes recently with hits from Cliff Richard, Peters And Lee and Shirley Bassey among others. The firm also

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***AUSTRALIAN GOLD FOR 10CC*** — *10cc were presented with gold albums for each of their three album releases "How Dare You," "The Original Soundtrack" and "Deceptive Bends" during their recent Australian tour. The presentation was made by Phonogram managing director Ross Barlow at a reception held by Phonogram for Australian media during a break in the hectic tour. 10cc's latest release "Deceptive Bends" is still top 5 in Australia and heading towards platinum. Pictured (l-r): Stuart Tosh, Rick Fenn, Graham Gouldman, Paul Burgess, Eric Stewart, Ross Barlow, Tony O'Malley.*

## Japan's Four Big Labels To Unify For Distribution

TOKYO — After long, prudent examinations and confabulations about cooperation in the distribution-field, Japan's four main record manufacturers, Victor Musical Industries Co., Teichiku, RVC and Trio have decided to establish a "commodities-center," both in Tokyo and Osaka.

The many old distribution mechanisms of the four labels are to be absorbed by these commodities-centers to unify their distribution businesses. According to an executive of Victor Musical Industries Co., the purpose of the new-commodities center is the rationalization of their distribution businesses by saving cost and labor. At the same time, another executive of one of the four labels said as follows, "It has been of epoch-making news that the four companies had success in reaching an agreement to join hands with each other in the distribution business. Through these actions, we can expect to save waste and double out investments. In another words, we will be able to supply records and tapes to users with lower prices by these rationalizations. However, we are ready at any time to receive proposals from other record manufacturers to join with us if they are willing to . . ."

***SAGER WITH FRIENDS*** — *Carole Bayer Sager made her U.K. concert debut at London's Theater Royal earlier this month, and WEA Records hosted a party for her at the nearby Friends Restaurant, a newly opened venture in which Elton John and his manager John Reid are involved. Seen with Carole are from the left: Reid, WEA artist development manager Jonathan Clyde and WEA Netherlands general manager Giovanni Tonino.*

## Triple Header Concert Is Set For Australia

AUSTRALIA — The Paul Dainty Corporation is to stage what promises to be the most spectacular rock event ever presented in Australia — a massive triple-header co-headlining rock legends Fleetwood Mac and Santana and Australia's own Little River Band.

The concerts which will be presented under the title "Rockarena," will bring together three groups currently playing at the peak of their respective careers. "The concerts are not just music presentations," says Paul Dainty. "The quality of the lineup ensures they will be events, and the staging will be the most spectacular ever seen in Australia."

Little River Band will fly direct from their second successful tour of America.

## Riviera Exits Stiff With Two Acts

LONDON — Jake Riviera, who founded the new wave label Stiff with former Brinsley Schwartz manager Dave Robinson in August last year, has left the company with managerial rights to a couple of its top acts, Elvis Costello and Nick Lowe.

Riviera, originally known as Andrew Jakeman, was previously road manager for Dr. Feelgood, and launched Stiff in collaboration with Robinson with financial backing from Feelgood's Lee Brilleau and rock photographer Keith Morris. The label originally operated through specialist stores and mail order, but signed a distribution deal with Island Records at the beginning of this year. Another of its successful acts is The Damned.

Costello and Lowe will fulfill their current recording contractual commitments, but a label change is anticipated later.

## Agency With Red Ryder

TORONTO — The Toronto based booking firm The Agency has announced the signing of an exclusive booking agreement with the Red Ryder Band.

Negotiations are presently underway to obtain a recording contract for the band, who are managed by Franklin House Management. The band recently has performed with Pure Prairie League in a Toronto concert appearance.

We're happy you're here and growing.

We're happy we're here and sharing.

Records
International

Publishing
International

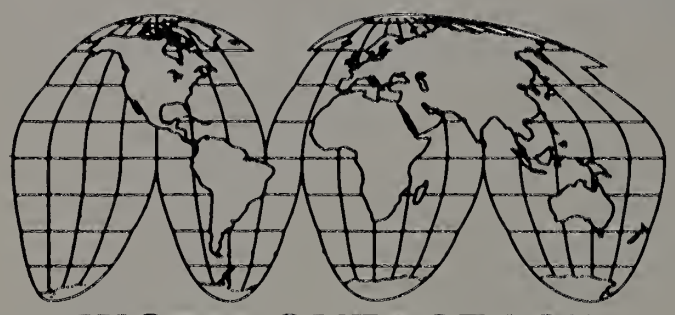
## Scottish Company To Expand Song Division

EDINBURGH — Pan Audio is expanding its music publishing activities here by the formation of a new commerical song publishing division, believed to be the first of its kind based in Scotland. The new division is headed by Alexander Rosie and David Wharton, and its objectives are to establish and maintain a strong catalog of pop, rock and country, and to give record companies and artist managements access to writers, mainly from Scotland.

## King To Push The Carpenters

TOKYO — King Record Co. is expected to promote the Carpenters heavily this autumn. The company has released the Carpenters' LP, "Passage" on Oct. 5 and their 45, "Sweet Smile" on Oct. 10, respectively. To sell these records throughout the country, the company has launched a strong sales campaign beginning the middle of Oct. The plan incudes 300 TV-spots, and 100 radio-spots.


**MEN** **WOMEN**



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## West End Race To Stage Elvis Shows

LONDON — A keen contest to stage musicals around the life and career of Elvis Presley is developing here between impresario Ray Cooney and an Irish rival, Noel Pearson. If present plans proceed, London will have two theater shows around the same theme to choose from before Christmas.

Cooney, head of the Cooney-Marsh theater group, recently finished conversion work on the old Astoria Cinema in Charing Cross Road, which is now a theater and entertainment complex with restaurant, bars and an art gallery. He hopes to stage his Presley show at this venue in mid-November, utilizing newsreel, film clips, slides and blown-up photographs of Presley in an evocation of his musical career from 1954 until his death this summer.

The Irish production has already cast two Irish actors, Donal McCann and Keir O'Docherty, to play the singer at different stages of his life, and the 80,000 pound project will feature a 20-minute re-creation of Presley's Las Vegas cabaret act. Noel Pearson plans to premier the show here in December at an undisclosed venue.

At this time both shows are titled "Elvis," and the Cooney office is claiming that the rival show will not be able to go ahead as Cooney is said to have secured stage rights for Presley hit songs such as "Jailhouse Rock," "All Shook Up," and "Hound Dog."

## Japan's Aug. Sales Still Show Continuing Slump

TOKYO — According to the Japan Phonograph Record Association (JPRA), the output of records in Aug. of this year in Japan showed a decrease in comparison with both the previous month and the same month of the previous year. This result, according to JPRA, is due to a slump of sales which have been continuing for several months in this country.

The total output of records in Aug. this year has been 13,779,000 copies, a 5% and 12% decrease respectively, in contrast with the previous month and the same month of the previous year.

Representing volume, 45s saw 6,946,000 copies, a 7% and 23% decrease, respectively, from the previous month and the same month of the previous year.

At the same time, the LPs sold 6,771,000 copies, 2% lower than the previous month but 3% higher than the same month of the previous year.

The total tape output in Aug. has been 2,771,000 units, 8% down from the previous month but 22% more than the same month of the previous year.

## EMI Signs McLean

HOLLAND — Following an agreement between Herb Gart management New York, EMI Records U.K. and EMI E.A.R. (EMI Europe's A&R operation) Don McLean has been signed to EMI for the whole of Europe and South Africa.

## *International Executives On The Move*

**Dave Tollington** has been appointed to the position of publicity officer, WEA Music of Canada, Ltd.

**Andy Abbate** has been named to the position of National Sales Manager.

**Len Beadle** has been named managing director of April Music, the CBS publishing subsidiary in London, by CBS U.K. managing director Maurice Oberstein. Beadle succeeds **Brian Oliver**, who moved recently to State Music, and comes to the post after nine years with ATV Music, latterly as creative director. Prior to that he was professional manager at Lawrence Wright Music for three years.

**Brian Dockery** has been appointed managing director designate of EMI (Ireland) Ltd. With effect from 1 January 1978 he will succeed Guy Robinson who will be leaving the EMI Group to set up his own music business. Brian Dockery has been with EMI for 18 years; his last appointment being resident director in Tokyo since December 1974.

GRT's opening of a sales office in Vancouver will be headed by **Calvin Lew** and **Doug Byrne,** both experienced in the sales and promotional field. **Alex Petchkin** has been appointed western regional manager, and will be based in Calgary, responsible for Alberta, Saskatchewan and Manitoba. **Don Grant** has been appointed as a sales and promotional representative in Winnipeg. **Mike Reed** is appointed as the new merchandising and production manager at head office in Toronto, and will be responsible for new and diverse marketing policies to be initiated by GRT this fall. **John Kearney** has been appointed eastern regional promotion manager, responsible for Quebec, Ottawa and the Maritimes.

Records-EMI of Canada Ltd., has announced the appointment of **Bob Roper** as director of promotion/press/artists relations, Capitol Records-EMI of Canada Ltd. Roper joined Capitol in 1972 as a promotional representative for Ontario. He went on to work for another record company before rejoining the label a year and a half ago in Vancouver as the promotional representative for that area.

**Rick Nickerson** has been named Arista Canada product manager, to be effective October 11. Nickerson had been working as a promotional representative in the central region. He replaces **Graham Powers**, who has been transferred to Capitol Records Inc. in Los Angeles. Powers will assume the position of national creative services and advertising manager with the label.

Capitol Records-EMI of Canada has also announced the promotion of **Bob Rowe**, formerly director, sales, to the position of divisional vice-president, sales.

**Christine Eldridge** has been named press officer for Arista Records U.K., where she will be working with director of press and publicity Howard Harding on all aspects of press and publicity. Previously she was European promotion manager at A&M Records and before that spent four years in the CBS Records London press office.

**Lesley Turnbull** has joined Arista Records U.K. in the international department where she will be dealing with international promotion and artist liaison for the label's U.S. and U.K. product throughout the world. She joins from a similar post at GTO Records, and prior to that ran GTO Publishing for Laurence Myers.

**Carl Miller** has been named for the newly created post of special projects manager at CBS Records U.K., reporting to Andrew Pryor and being responsible for the audio and visual concert presentation of artists. Miller has had considerable experience in road management and concert tours during six years as tour and personal manager for Cat Stevens, and co-produced the shows at the CBS convention held in London back in the summer.

**Michael Ross** has been appointed art director of A&M Records Ltd. U.K. He fills the vacancy left by the tragic and untimely death of Fabio Nicoli. Ross was a close friend of Fabio's and worked with him on a number of projects in a free-lance capacity. Prior to his free-lance activities, Ross was art director for Rocket Records and DJM Records and had previously been assistant art editor of the Observer newspaper.

**Tony Burdfield** was this week appointed to the board of directors of A&M Records Ltd. U.K. He joins commercial director **John Deacon**, financial director **Glenn Simmons** and managing director **Derek Green.**

# VISIT WITH US AT BOOTH 515

# United Kingdom Christmas Sales Surge Is Anticipated

**by Nigel Hunter**

LONDON — After a summer in the sales doldrums, music industry spirits and optimism are rising at the outset of the fall selling season leading up to Christmas. Britain's economic situation is healthier now than at any time over the past two years, thanks largely to economic policy sanctions imposed by the International Monetary Fund in return for further massive credit tranches, and with North Sea oil forecast to enable the U.K. to be self-sufficient in this commodity by the start of the next decade, this country's economic health should improve still further when the heavy cost of oil imports are removed from its balance of payments.

There are plenty of imponderables around which could still rock the boat and spoil the voyage. The unilateral ending of the social contract by the trade union movement and the return at its behest to free collective bargaining on pay is fraught with uncertainty in view of the Government's insistence on a 10% limit on any rises and a year's interval between claims. Nobody expects the more powerful unions to settle within these guidelines, and an outbreak of industrial stoppages and unrest this fall and winter could swiftly negate the improving balance of payments situation and arrest the falling rate of inflation.

***Political Influence***

The music business is affected by these political and industrial barometers as much as any other industry. The Labor and Tory party conferences have been indulging in their usual annual seaside PR exercises and prediction of Utopia if their respective plans and policies are implemented, but they are no longer the sole arbiters of what actually happens, whether in power or not.

But, with pay rises of some amount around the corner and promises of tax cuts before Christmas from Chancellor of the Exchequer Denis Healey, some reflation is certain and an inducement to spend more before the festive season. The record companies are geared up for a good selling season, having learned some hard lessons last year.

EMI had stock problems then, but has prepared itself this year by pressing up back catalog supplies during the soft selling summer season, thereby freeing capacity to cope with sudden hot sellers in the remaining months of this year. It is generally agreed that there is no spare pressing capacity available in the UK at this fairly early October stage, but the companies are confident they can meet requirements, aided if necessary by the foreign pressing facilities several of them can call upon in an emergency.

TV-promoted albums, while causing disappointment concerning results in some cases such as "The Beatles At The Hollywood Bowl," are still in the forefront of activity and forward planning. EMI alone has spent over one million pounds on this form of promotion since May, and its latest example due for October 28 release is "30 Golden Greats" featuring the Joe Loss Orchestra and the Black and White Minstrels.

RCA has been confronted with unprecedented demands for Elvis Presley catalog and current material following his untimely death in August. Its Washington, County Durham plant is expected to cope with the double "Elvis In Concert" album, but the company is using Teldec in Germany for some pressing work and is having all classical discs pressed in Italy at present.

Custom pressing operations such as Multiple Sound Distributors and Damont are having to turn away work due to full capacity, as are the Polydor-Phonogram plant Phonodisc and Decca in order to fulfill their own and regular affiliate commitments. CBS like RCA has had some industrial restlessness complicating its pressing schedules following the return to collective bargaining, but things are normal again at the time of writing.

Whatever happens in coming months, the U.K. economic recession has discredited one fondly believed legend. When times get tough and money is short, the public do not rush out to buy records and tapes to console themselves.

# Oz Relocates

AUSTRALIA — Oz Records has relocated to 155 Clarendon Street, South Melbourne, Vic. 3205.

***WILLIAMS WINNER*** — *Sandy Kletmieks, winner of the FM 96 (CJFM) "Paul Williams" contest pictured here with superstar Williams backstage following his concert at Place Des Arts. Williams, who has just released his new "Classics" LP recently completed a highly successful cross-Canadian tour and when in Toronto, officiated at the opening ceremonies of the United Way campaign at City Hall.*

# Argentinian News

BUENOS AIRES — The main publishing houses in Argentina have formed the Chamber of Music Publishers, CAEM. **Nelinda Lopez French** of Korn is its first president **Beatriz Lupo** of Relay, the vice president, **Maria del Carmen Hajdenwurcel** of MAI the secretary, and **Buddy McCluskey** of Melograf its treasurer. **Ana Maria Graziano** is manager of the chamber.

**Jorge Cesar Esperon, Laura Roma Casella** and **Edmundo Calcagno** are the new managing team of Carmusic. Esperon comes from owning Tonodisc Records, which was sold months ago to a society headed by Natalio Garber, and Calcagno was previously associated with Cabal Records, while Laura Roma Casella was previously head of Carmusic and also owns EPSA, a tape-duplicating company. Esperon reported to **Cash Box** that the company will rely on international catalogs, and afterwards will build a roster of local artists.

CBS hosted a party at the Claridge Hotel to celebrate the arrival of Italian artist **Gianni Nazzaro**.

# Where In The World...

**Harry Belafonte** will play concerts in Liverpool, Manchester and Bristol November 18-20 before commencing a five-day season at the London Palladium on November 22. Currently completing a 38-date European tour, Belafonte will be taping a special show for transmission on the BBC-2 TV channel later this year.

**Ray Stevens** will play two concerts at the London Palladium on October 30 presented by the Ember Concert Division en route to Germany, where he is to star in a TV spectacular.

**Fleetwood Mac** will conclude its 1977 World Tour with concerts in Australia, New Zealand and Japan beginning November 11 in Sydney. The concerts, the band's first appearances in those countries, will be followed by three shows in Hawaii.

**Siefried E. Loch**, managaing director of WEA Musik GmbH in Germany and vice president of WEA International in New York is visiting the United States to meet head office and heads of the U.S. companies.

***BUCK STRIKES GOLD IN CANADA*** — *Country superstar Buck Owens visited Toronto recently to pick up a Gold record award from the Canadian Recording Industry Association for his album "Buck Owens 20 Greatest Hits." The disc, released through Tee Vee International, was certified gold at the end of September. Pictured (l-r): Jack McFadden, personal manager for Buck Owens; Maurice Zurba, Capitol Records rep in Canada, Buck Owens, and Ed LaBuick, president of Tee Vee International.*

# 300 Labels Set For Musexpo

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Peer Southern Organization, Dick James Music, Far Out Music, Polygram Publishing, United Artists Music, G. Schirmer, Inc., April Blackwood Music, Filmways/Musicways, Friends II Music, FYDAQ Music, MRI Music, New Child Music (Hawaii), Owepar Publishing, September Music, Sudden Rush Music, and Thomas J. Valentino, Inc.

***Overseas Publishing***

Overseas publishing companies from around the world include: Associated Music Pty (Australia), Intersong Basart (Holland), Bagatelle (France), Victor Musical Industries (Japan), Siegel Music Companies (Germany), Melodie de Welt (Germany), Pacific Music (Japan), Bizet Music (Belgium), Belsize Music (U.K.), Burlington Music (Canada), Heath Levy Music (U.K.), Hans Sikorski Musikverlage (Germany), Carla Music (France), Castle Music (Australia), Cellar Music (Australia), Cyril Shane Ltd (U.K.), Hana Gerig Musikverlage (Germany), Chappell & Co. (Australia), Warner Bros. Music Pty. (Australia) Watanabe Music (Japan), Coombe Music (U.K.), Anagon B.V. (Holland), Cyclus Musikverlage (Germany), Duart Music (U.K.), Eaton Music (U.K.), Andrew Heath Music (U.K.), Editorial Mexicana de Musica (Mexico), Eleven Music (Italy), Everblue Music (U.K.), Full Moon Music (U.K.), Interglobal Music (Canada), Olofsong Int'l (U.K.), Sonet (Sweden), Panache Music (U.K.), Penjane Music (Australia), P.J. Music Pty (Australia), Quaver Armstrong Ltd (Australia), Quint Ramp Music (Germany), Record Trading AB (Sweden), Rondor Music (Australia), United Artists Music (U.K. & France), Valentine Music Group (U.K.), Wilson Editions (U.K.), Zomba Publishing (U.K.), Editions Plein Soleil (France), Pin Pin Publishing (France), and Dazora (France).

To date over 400 radio and TV program directors from across America have confirmed their attendance at Musexpo as V.I.P. Musexpo invitees, representing a 100% increase in radio attendance as compared to 1976.

Overall participation at Musexpo encompasses record executives, music publishers, independent record producers, radio and TV program directors, impressarii, artists, trade associations, trade publications, investment bankers, importers/exporters, and music business professionals from every state in the U.S.A. as well as from 45 countries around the world representing every facet of the record and music business. At Musexpo '77, participants will be able to cover the whole world of records and music, all in four days, under one roof.

# Great Britain At Musexpo

*(continued from page 90)*

administers Good Music Ltd., with its famous catalog containing such copyrights as "Lullaby Of Birdland" and "Hands Across The Sea."

Robert Kingston (Music) Ltd. is the new organization of a group of publishing companies, a production company and a record label — R K Records which is pressed and distributed by Pye. The company has acquired 30-40 British copyrights which are currently being developed as recordings to be issued in the near future. It has also acquired the catalog of a successful small publishing company Gale Music Ltd. which contains about 110 British copyrights, some of which have already been marketed internationally.

Emerald Records, with Everest Records as its licensee in the U.S., had its LP "Bagpipe Marches And Music Of Scotland" recorded by the Shotts And Dykehead Caledonia Pipe Band nominated as the best ethnic or traditional recording of the year 1976 by the National Academy of Recording Arts and Sciences. The company mainly records Irish, Scottish, and country and western music although it has achieved a considerable amount of success in pop music as well.

***Amphonic Music***

Amphonic Music will be participating in Musexpo in the fields of publishing and music production. The firm has recently recorded new orchestral versions of current vocal pop hit records and is hoping to place these with radio stations and background music users. Discussions will also be taking place on the production of new recordings of copyrights held by other major publishers.

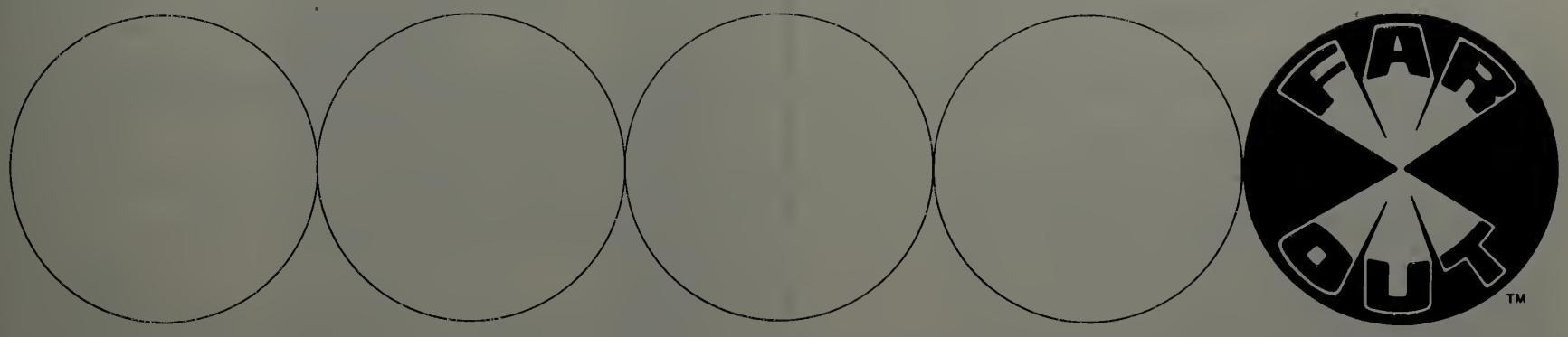
Heath Levy is hoping to repeat its British success on this side of the Atlantic. Songs in both master and demo form will be brought to Musexpo in the hope of getting them recorded by American artists.

Sonet Productions has a wide selection of products for direct export and foreign licensing, including many hit singles. There is also an extensive range of blues and jazz produced by some the world's leading artists.

Pebble Beach will be looking for licensees in North and South American, and also strengthening ties with its sister studio Muscle Shoals.

Another participant is the Third World Recording Co. with records released on the following labels: Third World, Paradise, Penguin, Jamatel, Live and Love.

The Mechanical Copyright Protection Society will be on hand to assist participants in all areas.




Suites 403 and 404

# INTERNATIONAL BEST SELLERS

## Italy

**TOP TEN 45s**
1 **TI Amo** — Umberto Tozzi — CGD
2 **Angelo Azzurro** — Umberto Balsamo — Polydor
3 **Tomorrow** — Amanda Lear — Polydor
4 **I Feel Love** — Donna Summer — Durium
5 **MI Vendo** — Renato Zero — RCA
6 **A Canzuncella** — Alunni del Sole — PA
7 **Ma Baker** — Boney M — Durium
8 **Profeta Non Saro'** — Demis Roussos — Phillips
9 **Ragazzina** — Luca D'Ammonio — Disco Piu'
10 **Rockollection** — Laurent Voulzy — RCA

**TOP TEN LPs**
1 **Burattino Senza Fili** — Edoardo Bennato — Ricordi
2 **I Remember Yesterday** — Donna Summer — Durium
3 **E'Nell'Aria, TI Amo** — Umberto Tozzi — CGD
4 **Santa Esmeralda** — Leroy Gomez — Philips
5 **Love For Sale** — Boney M — Durium
6 **Zodiac Lady** — Roberta Kelly — Durium
7 **From Here To Eternity** — Giorgio — Durium
8 **Zerofobia** — Renato Zero — RCA
9 **Angelo Azzurro** — Umberto Balsamo — Polydor
10 **I'm A Photograph** — Amanda Lear — Polydor

## Holland

**TOP TEN 45s**
1 **Remember** — Long Tall Ernie & Shakers — Polydor
2 **Float On** — Floaters — ABC
3 **Give A Little Bit** — Supertramp — A&M
4 **Wooden Heart** — Elvis Presley — RCA
5 **Baby What A Big Surprise** — Chicago — CBS
6 **I Remember Elvis** — Danny Mirror — Basart
7 **Standing In The Rain** — John Paul Young — Ariola
8 **Dreams** — Fleetwood Mac — WB
9 **Down Deep Inside** — Donna Summer — VIP
10 **Way Down** — Elvis Presley — RCA

**TOP TEN LPs**
1 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
2 **Love You Live** — Rolling Stones — WEA
3 **Even In The Quietest Moments** — Supertramp — A&M
4 **Live** — Golden Earring — Polydor
5 **Introspection 3** — Thijs van Leer — CBS
6 **Andre Andre** — Andre van Duin — CNR
7 **In Carre** — Paul van Vliet — Phonogram
8 **Moody Blue** — Elvis Presley — RCA
9 **Simple Dreams** — Linda Ronstadt — WEA
10 **Aja** — Steely Dan — Ariola

## Great Britain

**TOP TEN 45s**
1 **Silver Lady** — David Soul — Private Stock
2 **Black Is Black** — La Belle Epoque — Harvest
3 **I Remember Elvis Presley** — Danny Mirror — Sonet
4 **Yes Sir I Can Boogie** — Baccara — RCA
5 **Best Of My Love** — Emotions — CBS
6 **Way Down** — Elvis Presley — RCA
7 **No More Heroes** — The Stranglers — UA
8 **From New York To L.A.** — Patsy Gallant — EMI
9 **Magic Fly** — Space — Pye
10 **Star Wars Theme** — Meco — RCA

**TOP TEN LPs**
1 **20 Golden Greats** — Diana Ross & The Supremes — Tamla/Motown
2 **No More Heroes** — The Stranglers — UA
3 **Oxygene** — Jean Michael Jarre — Polydor
4 **Love You Live** — Rolling Stones — Rolling Stones
5 **Rumours** — Fleetwood Mac — Warner Bros.
6 **Moody Blue** — Elvis Presley — RCA
7 **Aja** — Steely Dan — Anchor
8 **Bad Reputation** — Thin Lizzy — Vertigo
9 **A Star Is Born (Soundtrack)** — CBS
10 **Magic Fly** — Space — Pye

## Japan

**TOP TEN 45s**
1 **Wanted** — Pink Lady — Victor Musical Industries
2 **Ai No Memory** — Shigeru Matsuzaki — Victor Musical Industries
3 **Ningen No Shomeyi** — Sound Truck — Warner-Pioneer
4 **Nikumikirenayi Rokudenashi** — Kenji Sawada — Polydor
5 **Kugatsu No Ame** — Hiromi Ohta — CBS-Sony
6 **Cosmos Kaiko** — Kariudo — Warner-Pioneer
7 **Shishuki** — Hiromi Iwazaki — Victor Musical Industries
8 **Akizakura** — Momoe Yamaguchi — CBS-Sony
9 **Kikyo/Obake No Rock** — Hiromi Goh, Kiki Kirin — CBS-Sony
10 **Un, Deux, Trois** — Candies — CBS-Sony

**TOP TEN LPs**
1 **Danryu** — Sayuri Ishikawa Best 14 — Columbia
2 **Diary** — High Figh Set — Toshiba — EMI
3 **Kazamidori** — Masashi Sada — Warner-Pioneer
4 **Uchusenkan Yamato** — Columbia
5 **Janis No Heya** — Janis Ian — CBS-Sony
6 **Pink Lady Summer Fire 77** — Victor Musical Industries
7 **Watashi No Uta Oretachi No Asa** — Shigeru Matsuzaki — Victor Musical Industries
8 **Ningen No Shomeyi** — Sound Truck — Warner-Pioneer
9 **Hotel California** — Eagles — Warner-Pioneer
10 **Idol Number 1** — Hiromi Goh — CBS-Sony

## Brazil

**TOP TEN LPs**
1 **Loco-Motivas (Int.)** — Various — Som Livre
2 **Stars** — Various — K-Tel
3 **As 14 Demais** — Various — Phonogram
4 **Elvis 40 Greatest** — Elvis Presley — Som Livre
5 **Medalhas E Brasoes** — Jorginho do Imperio — CBS
6 **Poeira Pura** — Roberto Ribeiro — Odeon
7 **Nina** — Various — Som Livre
8 **Dona Xepa** — Various — Som Livre
9 **Coracao Selvagem** — Belchior — WEA
10 **Para Sempre** — Maysa — RGE/Fermata

**TOP TEN 45s**
1 **Sonhos** — Peninha — Phonogram
2 **Love So Right** — Bee Gees — Phonogram
3 **Meu Sangue Ferve Por Voce** — Sidney Magal — Phonogram
4 **Year Of The Cat** — Al Stewart — RCA
5 **Conversation** — Morris Albert — Beverly
6 **You And Me** — Alice Cooper — WEA
7 **I Don't Want** — Nazareth — Phonogram
8 **Moca Linda** — Bete Maia — RCA
9 **Barra Peseda** — Dicro — Continental
10 **Show Me The Way** — Peter Frampton — Odeon

## Argentina

**TOP TEN 45s**
1 **El Reloj** — Los Pasteles Verdes — Microfon
2 **Con El Viento A Tu Favor** — Camilo Sesto — RCA
3 **Donde Estan Tus Ojos Negros** — Santabarbara — EMI
4 **Morir Al Lado De Mi Amor** — Demis Roussos — Phillips
5 **Olvidalo Pequena** — Los Moros — RCA
6 **Una Noche Como Esta** — Los Bukis — Microfon
7 **Hoy Me Toca Reir** — Mario Echeverria — EMI
8 **Amame . . . Me Gusta Amanecer En Ti** — Barbara & Dick — RCA
9 **Si Me Dejas Ahora** — Chicago — CBS
10 **Que Tendras En Esos Ojos** — Juan Eduardo — RCA

**TOP TEN LPs**
1 **Ruidos En Espanol Vol. 2** — Selection — Philips
2 **Hits De Primavera** — Selection — RCA
3 **Musica Poderosa Vol. 10** — Selection — EMI
4 **Los Primeros Del Ranking** — Selection — CBS
5 **Lo Mejor** — Alberto Cortez — Microfon
6 **Trilogia De Amor** — Donna Summer — Microfon
7 **A Star Is Born** — Soundtrack — CBS
8 **Musica Cinco** — Selection — RCA
9 **Love In C Minor** — Cerrone — Music Hall
10 **Recuerdo El Ayer** — Donna Summer — Microfon

## France

**TOP TEN 45s**
1 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
2 **Est-ce Par Hasard?** — Dave — CBS
3 **Un Ami** — Gerard Lenorman — CBS
4 **Il A Neige Sur Yesterday** — Marie Laforet — Polydor
5 **Lettre A France** — Michel Polnareff — WEA
6 **Way Down** — Elvis Presley — RCA
7 **Camarade** — Aznavour — Barclay
8 **Y'a D'la Rhumba Dans L'air** — Alain Souchon — RCA
9 **J'aime** — Michele Torr — AZ Records
10 **Rockollection** — Laurent Voulzy — RCA

**TOP TEN LPs**
1 **Oxygene** — Jean-Michel Jarre — Polydor
2 **Paris By Night** — Patrick Juvet — Barclay
3 **Elvis Forever** — Elvis Presley — RCA
4 **Ma Baker** — Boney M — Carrere
5 **American Stars 'N Bars** — Neil Young — WEA
6 **Dancing Disco** — France Gall — WEA
7 **Petit Rainbow** — Sylvie Vartan — RCA
8 **Dans Un Mois Ou Dans Un An** — Pierre Groscolas — EMI/Pathe Marconi
9 **I Feel Love** — Donna Summer — WEA
10 **Don't Play That Song** — Andriano Celentano — WEA

**— Europe 1**

## Australia

**TOP TEN 45s**
1 **I Feel Love** — Donna Summer — Casablanca
2 **I Just Want To Be Your Everything** — Andy Gibb — Interfusion
3 **You're Moving Out Today** — Carole Bayer Sager — Elektra
4 **Don't Fall In Love** — Ferretts — Mushroom
5 **I Go To Rio** — Peter Allen — A&M
6 **Fanfare For The Common Man** — Emerson Lake & Palmer — Atlantic
7 **Ma Baker** — Boney M — Atlantic
8 **Way Down/Pledging My Love** — Elvis Presley — RCA
9 **Higher And Higher** — Rita Coolidge — A&M
10 **A Fool In Love** — Jeff St. John — Asylum

**TOP TEN LPs**
1 **Silk Degrees** — Boz Scaggs — CBS
2 **A New World Record** — Electric Light Orchestra — UA
3 **Rumours** — Fleetwood Mac — Warner Bros.
4 **Moody Blue** — Elvis Presley — RCA
5 **Carole Bayer Sager** — Elektra
6 **I Remember Yesterday** — Donna Summer — Casablanca
7 **Works Volume 1** — Emerson Lake & Palmer — Atlantic
8 **Simple Dreams** — Linda Ronstadt — Asylum
9 **Deceptive Bends** — 10cc — Mercury
10 **JT** — James Taylor — CBS

**— The Kent Music Report**

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# CASH BOX TOP 100 ALBUMS

October 29, 1977

| | | | Weeks On Chart |
|---|---|---|---|
| 1 | **RUMOURS** 7.98<br>FLEETWOOD MAC (Warner Bros. BSK 3010) | 1 | 36 |
| 2 | **SIMPLE DREAMS** 7.98<br>LINDA RONSTADT (Asylum 6E-104) | 2 | 7 |
| 3 | **FOREIGNER** 7.98<br>(Atlantic SC 18215) | 4 | 32 |
| 4 | **SHAUN CASSIDY** 6.98<br>(Warner/Curb BS 3067) | 5 | 20 |
| 5 | **LIVIN' ON THE FAULT LINE** 7.98<br>DOOBIE BROTHERS (Warner Bros. BSK 3045) | 6 | 8 |
| 6 | **CHICAGO XI** 7.98<br>(Columbia JC 34860) | 8 | 5 |
| 7 | **STAR WARS** 9.98<br>ORIGINAL SOUNDTRACK (20th Century 2T-541) | 3 | 21 |
| 8 | **LOVE YOU LIVE** 11.98<br>THE ROLLING STONES<br>(Rolling Stones Records COC 1-9001) | 10 | 4 |
| 9 | **MOODY BLUE** 7.98<br>ELVIS PRESLEY (RCA AFL 1-2428) | 7 | 18 |
| 10 | **CAT SCRATCH FEVER** 7.98<br>TED NUGENT (Epic JE 34700) | 9 | 20 |
| 11 | **COMMODORES** 7.98<br>(Motown M7-884R1) | 11 | 31 |
| 12 | **AJA** 7.98<br>STEELY DAN (ABC AB-1006) | 28 | 3 |
| 13 | **STAR WARS AND OTHER GALACTIC FUNK** 6.98<br>MECO (Millennium/Casablanca MNLP 8001) | 13 | 14 |
| 14 | **I, ROBOT** 7.98<br>THE ALAN PARSONS PROJECT (Arista AL 7002) | 14 | 17 |
| 15 | **ANYTIME . . . ANYWHERE** 7.98<br>RITA COOLIDGE (A&M SP 4616) | 16 | 32 |
| 16 | **BARRY WHITE SINGS FOR SOMEONE YOU LOVE** 7.98<br>(20th Century T-543) | 18 | 8 |
| 17 | **BOOK OF DREAMS** 7.98<br>STEVE MILLER BAND (Capitol SO-11630) | 17 | 23 |
| 18 | **FOGHAT LIVE** 8.98<br>(Bearsville/Warner Bros. BRK 6971) | 19 | 8 |
| 19 | **TOO HOT TO HANDLE** 6.98<br>HEATWAVE (Epic PE 34761) | 21 | 14 |
| 20 | **IN FULL BLOOM** 8.98<br>ROSE ROYCE (Warner Bros. WH-3074) | 26 | 10 |
| 21 | **CSN** 7.98<br>CROSBY, STILLS & NASH (Atlantic SC 19104) | 22 | 17 |
| 22 | **JT** 7.98<br>JAMES TAYLOR (Columbia JC 34811) | 12 | 17 |
| 23 | **BEAUTY ON A BACK STREET** 7.98<br>HALL & OATES (RCA AFL 1 2300) | 23 | 7 |
| 24 | **LITTLE QUEEN** 7.98<br>HEART (Portrait/CBS JR 34799) | 15 | 25 |
| 25 | **HERE AT LAST . . . BEE GEES . . . LIVE** 11.98<br>(RSO 2-3901) | 20 | 22 |
| 26 | **I'M IN YOU** 7.98<br>PETER FRAMPTON (A&M SP 4704) | 25 | 19 |
| 27 | **BRICK** 7.98<br>(Bang BLP-409) | 30 | 9 |
| 28 | **REJOICE** 6.98<br>EMOTIONS (Columbia PC 34762) | 27 | 19 |
| 29 | **CARELESS** 8.98<br>STEPHEN BISHOP (ABC ABCD 954) | 29 | 15 |
| 30 | **IN CITY DREAMS** 7.98<br>ROBIN TROWER (Chrysalis CHR 1148) | 39 | 5 |
| 31 | **FLOWING RIVERS** 7.98<br>ANDY GIBB (RSO RS 1-3019) | 24 | 20 |
| 32 | **I REMEMBER YESTERDAY** 7.98<br>DONNA SUMMER (Casablanca NBLP 7056) | 33 | 22 |
| 33 | **GOING FOR THE ONE** 7.98<br>YES (Atlantic SD 19106) | 31 | 14 |
| 34 | **A NEW WORLD RECORD** 7.98<br>ELECTRIC LIGHT ORCHESTRA<br>(United Artists LA 679Q) | 32 | 52 |
| 35 | **LET'S GET SMALL** 7.98<br>STEVE MARTIN (Warner Bros. BSK 3090) | 43 | 5 |
| 36 | **A FAREWELL TO KINGS** 7.98<br>RUSH (Mercury SRM 1-1184) | 37 | 7 |
| 37 | **RIGHT ON TIME** 7.98<br>BROTHERS JOHNSON (A&M SP 4644) | 41 | 24 |
| 38 | **BOSTON** 7.98<br>(Epic JE 34188) | 42 | 60 |
| 39 | **ELTON JOHN'S GREATEST HITS VOL. II** 7.98<br>(MCA MCA-3027) | 47 | 3 |
| 40 | **STREISAND SUPERMAN** 7.98<br>BARBRA STREISAND (Columbia JC 34830) | 34 | 18 |
| 41 | **ELVIS IN CONCERT** 13.98<br>ELVIS PRESLEY (RCA APL 2-2587) | 91 | 2 |
| 42 | **THE GRAND ILLUSION** 7.98<br>STYX (A&M SP 4637) | 38 | 14 |
| 43 | **BABY IT'S ME** 7.98<br>DIANA ROSS (Motown M7-890R1) | 55 | 4 |
| 44 | **LIVE! TAKIN' THE STAGE** 6.98<br>PURE PRAIRIE LEAGUE (RCA CPL2-2404) | 45 | 8 |
| 45 | **A PLACE IN THE SUN** 7.98<br>PABLO CRUISE (A&M SP 4625) | 48 | 36 |
| 46 | **SOMETHING TO LOVE** 7.98<br>L.T.D. (A&M SP 4646) | 44 | 14 |
| 47 | **LUNA SEA** 7.98<br>FIREFALL (Atlantic SC 19101) | 46 | 12 |
| 48 | **FLEETWOOD MAC** 6.98<br>(Warner Bros. MS 2225) | 52 | 118 |
| 49 | **POINT OF KNOW RETURN** 7.98<br>KANSAS (Kirshner/Epic JZ 34929) | 74 | 2 |
| 50 | **LIVE** 11.98<br>BARRY MANILOW (Arista AB 8500) | 57 | 22 |
| 51 | **BAD REPUTATION** 7.98<br>THIN LIZZY (Mercury SRM 1-1186) | 53 | 7 |
| 52 | **CHANGES IN LATITUDES — CHANGES IN ATTITUDES** 6.98<br>JIMMY BUFFETT (ABC AB 990) | 49 | 38 |
| 53 | **ENIGMATIC OCEAN** 7.98<br>JEAN-LUC PONTY (Atlantic SD 19110) | 63 | 8 |
| 54 | **FLOATERS** 6.98<br>(ABC AB 1030) | 36 | 19 |
| 55 | **BOATS AGAINST THE CURRENT** 7.98<br>ERIC CARMEN (Arista AB 4124) | 35 | 9 |
| 56 | **PART 3** 7.98<br>KC & THE SUNSHINE BAND (TK 605) | 51 | 54 |
| 57 | **HOTEL CALIFORNIA** 7.98<br>EAGLES (Asylum 6E-103) | 61 | 45 |
| 58 | **LIGHTS OUT** 7.98<br>UFO (Chrysalis CHR 1127) | 50 | 21 |
| 59 | **TERRAPIN STATION** 7.98<br>GRATEFUL DEAD (Arista 7001) | 54 | 12 |
| 60 | **RAM JAM** 6.98<br>(Epic PE 34885) | 60 | 9 |
| 61 | **EXODUS** 7.98<br>BOB MARLEY & THE WAILERS (Island ILPS 9498) | 40 | 21 |
| 62 | **NETHER LANDS** 6.98<br>DAN FOGELBERG (Full Moon/Epic PE 34185) | 64 | 22 |
| 63 | **ACTION** 7.98<br>BLACKBYRDS (Fantasy F-9535) | 94 | 5 |
| 64 | **FRENCH KISS** 6.98<br>BOB WELCH (Capitol ST 11663) | 87 | 5 |
| 65 | **OL' WAYLON** 6.98<br>WAYLON JENNINGS (RCA APL 1-2317) | 67 | 25 |
| 66 | **LOVE GUN** 7.98<br>KISS (Casablanca NBLP 7057) | 62 | 17 |
| 67 | **ROBERT GORDON WITH LINK WRAY** 6.98<br>(Private Stock PS 2030) | 71 | 10 |
| 68 | **THUNDER IN MY HEART** 7.98<br>LEO SAYER (Warner Bros. BSK 3089) | 88 | 3 |
| 69 | **CELEBRATE ME HOME** 6.98<br>KENNY LOGGINS (Columbia PC 34655) | 70 | 11 |
| 70 | **THE STRANGER** 7.98<br>BILLY JOEL (Columbia JC 34987) | 92 | 4 |
| 71 | **YOU LIGHT UP MY LIFE** 6.98<br>DEBBY BOONE (Warner Bros. BS-3118) | — | 1 |
| 72 | **KARLA BONOFF** 6.98<br>(Columbia PC 34152) | 81 | 6 |
| 73 | **DIAMANTINA COCKTAIL** 7.98<br>LITTLE RIVER BAND (Capitol SW 11645) | 66 | 12 |
| 74 | **EVEN IN THE QUIETEST MOMENTS . . .** 7.98<br>SUPERTRAMP (A&M SP 4634) | 59 | 28 |
| 75 | **SILK DEGREES** 6.98<br>BOZ SCAGGS (Columbia PC 33920) | 78 | 86 |
| 76 | **LAKE** 6.98<br>(Columbia PC 34763) | 76 | 14 |
| 77 | **IN COLOR** 6.98<br>CHEAP TRICK (Epic PE 34884) | 79 | 9 |
| 78 | **WE MUST BELIEVE IN MAGIC** 6.98<br>CRYSTAL GAYLE (United Artists LA 771G) | 84 | 14 |
| 79 | **LET IT FLOW** 6.98<br>DAVE MASON (Columbia PC 34680) | 80 | 27 |
| 80 | **STEVE WINWOOD** 7.98<br>(Island ILPS 9494) | 56 | 16 |
| 81 | **SANFORD/TOWNSEND** 6.98<br>(Warner Bros. BS 2966) | 72 | 15 |
| 82 | **THE SPY WHO LOVED ME** 7.98<br>ORIGINAL MOTION PICTURE SOUNDTRACK<br>(United Artists LA 774H) | 85 | 12 |
| 83 | **DREAMBOAT ANNIE** 7.98<br>HEART (Mushroom 5005) | 88 | 83 |
| 84 | **LITTLE CRIMINALS** 7.98<br>RANDY NEWMAN (Warner Bros. BSK 3079) | 108 | 3 |
| 85 | **BEFORE WE WERE SO RUDELY INTERRUPTED** 7.98<br>ANIMALS (Jet/UA JT LA 790-H) | 68 | 11 |
| 86 | **ROUGH MIX** 6.98<br>PETE TOWNSHEND & RONNIE LANE (MCA 2295) | 114 | 4 |
| 87 | **OOPS! WRONG PLANET** 6.98<br>UTOPIA (Bearsville/Warner Bros. BR 6970) | 77 | 8 |
| 88 | **CRAWLER** 6.98<br>(Epic PE 34900) | 90 | 9 |
| 89 | **LIVE! IN THE AIR AGE** 7.98<br>BE BOP DELUXE (Harvest/Capitol SKBB 1166) | 58 | 12 |
| 90 | **NIGHTWINGS** 6.98<br>STANLEY TURRENTINE (Fantasy F-9534) | 100 | 9 |
| 91 | **AMERICAN STARS 'N BARS** 7.98<br>NEIL YOUNG (Reprise MSK 2281) | 69 | 18 |
| 92 | **GREATEST HITS** 6.98<br>LINDA RONSTADT (Asylum 7E-1092) | 98 | 48 |
| 93 | **LIFELINE** 7.98<br>ROY AYERS UBIQUITY (Polydor PD 1-6108) | 93 | 18 |
| 94 | **ANOTHER MOTHER FURTHER** 6.98<br>MOTHER'S FINEST (Epic PE 34699) | 97 | 17 |
| 95 | **SONGS IN THE KEY OF LIFE** 13.98<br>STEVIE WONDER (Tamla/Motown T13-340C2) | 95 | 54 |
| 96 | **PASSAGE** 7.98<br>CARPENTERS (A&M SP-4703) | 146 | 3 |
| 97 | **DANCE BAND ON THE TITANIC** 11.98<br>HARRY CHAPIN (Elektra/Asylum 9E-301) | 82 | 8 |
| 98 | **MONKEY ISLAND** 7.98<br>GEILS (Atlantic SD 19103) | 96 | 18 |
| 99 | **IT'S A GAME** 7.98<br>BAY CITY ROLLERS (Arista AL 7004) | 99 | 15 |
| 100 | **PATTI LaBELLE** 6.98<br>(Epic PE 34847) | 89 | 8 |

# cash box top albums/ 101 to 200

October 29, 1977

| | | | Weeks On 10/22 | Chart |
|---|---|---|---|---|
| 101 | **A STAR IS BORN** STREISAND, KRISTOFFERSON (Columbia JS 34403) | 8.98 | 104 | 47 |
| 102 | **WELCOME TO MY WORLD** ELVIS PRESLEY (RCA APL1-2274) | 6.98 | 105 | 9 |
| 103 | **NIGHT MOVES** BOB SEGER (Capitol ST 11557) | 6.98 | 106 | 52 |
| 104 | **VISITORS** AUTOMATIC MAN (Island ILPS-9429) | 7.98 | 109 | 6 |
| 105 | **REO LIVE** (Epic PE 34493) | 6.98 | 102 | 38 |
| 106 | **SHAKE IT WELL** DRAMATICS (ABC 1010) | 6.98 | 103 | 12 |
| 107 | **SO EARLY IN THE SPRING: THE FIRST 15 YEARS** JUDY COLLINS (Elektra 6E-6002) | 7.98 | 107 | 13 |
| 108 | **TWILLEY DON'T MIND** DWIGHT TWILLEY BAND (Arista AB4140) | 7.98 | 124 | 6 |
| 109 | **THEIR GRE´TEST HITS** EAGLES (Asylum 7E-1052) | 6.98 | 193 | 87 |
| 110 | **ODYSSEY** (RCA APL 12477) | 7.98 | 159 | 4 |
| 111 | **PRISM** (Ariola America ST-50020) | 6.98 | 121 | 6 |
| 112 | **GO FOR YOUR GUNS** THE ISLEY BROTHERS (T-Neck/Epic PZ 34432) | 6.98 | 111 | 30 |
| 113 | **NEVER LETTING GO** PHOEBE SNOW (Columbia JC 34875) | 7.98 | 131 | 3 |
| 114 | **THE MISSING PIECE** GENTLE GIANT (Capitol ST-11696) | 6.98 | 128 | 5 |
| 115 | **ELVIS' GOLDEN RECORDS VOL. 1** ELVIS PRESLEY (RCA LSP-1707) | 6.98 | 133 | 6 |
| 116 | **MOONFLOWER** SANTANA (Columbia C2-34914) | 9.98 | -- | 1 |
| 117 | **SHOW SOME EMOTION** JOAN ARMATRADING (A&M SP-4663) | 7.98 | 143 | 2 |
| 118 | **CHOOSING YOU** LENNY WILLIAMS (ABC AB 1023) | 6.98 | 110 | 14 |
| 119 | **ELVIN BISHOP RAISIN' HELL** (Capricorn/WB CPO 185) | 9.98 | 65 | 11 |
| 120 | **BEST OF THE DOOBIES** DOOBIE BROTHERS (Warner Bros. BS 2978) | 6.98 | 123 | 50 |
| 121 | **NIGHT AFTER NIGHT** NILS LOFGREN (A&M SP-3707) | 8.98 | 150 | 2 |
| 122 | **PLAYING TO AN AUDIENCE OF ONE** DAVID SOUL (Private Stock PS 7001) | 7.98 | 122 | 9 |
| 123 | **OXYGENE** JEAN MICHEL JARRE (Polydor PD 1-6112) | 7.98 | 136 | 5 |
| 124 | **BLOW IT OUT** TOM SCOTT (Epic/Ode PE 34966) | 6.98 | 83 | 9 |
| 125 | **COME GO WITH US** POCKETS (Columbia PC34879) | 6.98 | 151 | 4 |
| 126 | **SIMPLE THINGS** CAROLE KING (Avatar/Capitol SMAS-11667) | 7.98 | 75 | 13 |
| 127 | **GOIN' PLACES** THE JACKSONS (Epic JE 34835) | 7.98 | -- | 1 |
| 128 | **DAYTIME FRIENDS** KENNY ROGERS (UA LA 754-G) | 6.98 | 112 | 11 |
| 129 | **FREE AS THE WIND** THE CRUSADERS (Blue Thumb/ABC BT-6029) | 6.98 | 113 | 20 |
| 130 | **ONE OF THE BOYS** ROGER DALTREY (MCA 2271) | 6.98 | 73 | 17 |
| 131 | **SEND IT** ASHFORD & SIMPSON (Warner Bros. BS 3088) | 6.98 | 162 | 4 |
| 132 | **THE TIM WEISBERG BAND** (United Artists LA 733G) | 6.98 | 119 | 14 |
| 133 | **BYABLUE** KEITH JARRETT (ABC Impulse AS-9331) | 6.98 | 115 | 8 |
| 134 | **SEALS & CROFTS SING THE SONGS FROM ONE ON ONE** (Warner Bros. BS3076) | 6.98 | 137 | 6 |
| 135 | **TOM PETTY AND THE HEARTBREAKERS** (Shelter/ABC SRL 52006) | 6.98 | 138 | 6 |
| 136 | **BROKEN HEART** THE BABYS (Chrysalis CHR 1150) | 7.98 | 179 | 3 |
| 137 | **HOPE** KLAATU (Capitol ST-11633) | 6.98 | 142 | 5 |
| 138 | **MIDNIGHT BAND** CHARLIE DANIELS BAND (Epic PE34970) | 6.98 | -- | 1 |
| 139 | **THE BEST OF TAVARES** (Capitol ST-11701) | 6.98 | -- | 1 |
| 140 | **FEELS SO GOOD** CHUCK MANGIONE (A&M SP-4658) | 7.98 | 170 | 2 |
| 141 | **SECRETS** CON FUNK SHUN (Mercury SRM-1-1180) | 7.98 | 171 | 8 |
| 142 | **IT WAS ALMOST LIKE A SONG** RONNIE MILSAP (RCA APL1-2439) | 6.98 | 149 | 8 |
| 143 | **FEELIN' BITCHY** MILLIE JACKSON (Spring/Polydor SP-1-6715) | 6.98 | 168 | 8 |
| 144 | **CHASING RAINBOWS** JANE OLIVOR (Columbia PC 34917) | 6.98 | 165 | 3 |
| 145 | **CAROLINA DREAMS** MARSHALL TUCKER BAND (Capricorn/WB CPK 0180) | 7.98 | 141 | 36 |
| 146 | **RUBY, RUBY** GATO BARBIERI (A&M SP 4655) | 7.98 | -- | 1 |
| 147 | **FOREVER GOLD** ISLEY BROS. (T-Neck/Col. 34452) | 6.98 | 116 | 11 |
| 148 | **STICK TO ME** GRAHAM PARKER AND THE RUMOUR (Mercury SRM-1-3708) | 7.98 | -- | 1 |
| 149 | **FOREIGN AFFAIRS** TOM WAITS (Asylum 7E-1117) | 6.98 | 161 | 3 |
| 150 | **FRAMPTON COMES ALIVE** PETER FRAMPTON (A&M SP3703) | 6.98 | 153 | 92 |
| 151 | **YOU LIGHT UP MY LIFE** ORIGINAL SOUNDTRACK (Arista AB-4158) | 7.98 | 173 | 2 |
| 152 | **BRIDGES** GIL SCOTT-HERON (Arista AB 4147) | 7.98 | 157 | 5 |
| 153 | **MAZE** (Capitol ST 11607) | 6.98 | 117 | 37 |
| 154 | **SERGIO MENDES AND THE NEW BRASIL '77** (Elektra 7E 1102) | 6.98 | 118 | 12 |
| 155 | **TEDDY PENDERGRASS** (Phila. Intl./Epic PZ 34390) | 6.98 | 125 | 33 |
| 156 | **PACIFIC OCEAN BLUES** DENNIS WILSON (Caribou/Epic PZ 34354) | 6.98 | 144 | 9 |
| 157 | **FRIENDS AND STRANGERS** RONNIE LAWS (Blue Note/UA BNLA 730H) | 7.98 | 145 | 26 |
| 158 | **DUNE** DAVID MATTHEWS (CTI CTI17-5005) | 6.98 | 139 | 10 |
| 159 | **VILLAGE PEOPLE** (Casablanca NBLP 7064) | 7.98 | 160 | 4 |
| 160 | **HERBIE MANN & FIRE ISLAND** (Atlantic SD 19112) | 7.98 | 163 | 4 |
| 161 | **ALOHA IN HAWAII** ELVIS PRESLEY (RCA VPSX-6089) | 8.98 | 166 | 3 |
| 162 | **REACH FOR IT** GEORGE DUKE (Epic JE 34883) | 7.98 | -- | 1 |
| 163 | **LOOK TO THE RAINBOW** AL JARREAU (Warner Bros. 2BZ 3052) | 8.98 | 101 | 20 |
| 164 | **GO TOO** STOMU YAMASHTA (Arista AB 4138) | 7.98 | 174 | 5 |
| 165 | **NEIL SEDAKA'S GREATEST HITS** (Rocket/MCA PIG 2297) | 6.98 | 164 | 5 |
| 166 | **PLATINUM JAZZ** WAR (Blue Note/UA BNLA 690-J2) | 9.98 | 147 | 15 |
| 167 | **RAIN DANCES** CAMEL (Janus JXS-7035) | 7.98 | 178 | 2 |
| 168 | **THIS ONE'S FOR YOU** BARRY MANILOW (Arista AB 4090) | 7.98 | 194 | 62 |
| 169 | **ENDLESS FLIGHT** LEO SAYER (Warner Bros. BS 2962) | 6.98 | 169 | 51 |
| 170 | **HERE YOU COME AGAIN** DOLLY PARTON (RCA APL1-2544) | 6.98 | -- | 1 |
| 171 | **ELVIS' GOLDEN RECORDS VOL. III** ELVIS PRESLEY (RCA LSP-2765) | 6.98 | 176 | 4 |
| 172 | **DERRINGER LIVE** RICK DERRINGER (Blue Sky/Epic PZ 34848) | 6.98 | 120 | 16 |
| 173 | **LEGENDARY PERFORMER, VOL. 1** ELVIS PRESLEY (RCA CPL 1-0341) | 7.98 | 175 | 5 |
| 174 | **TALKING HEADS: 77** (Sire SR 6036) | 7.98 | 177 | 4 |
| 175 | **BUNDLE OF JOY** FREDDIE HUBBARD (Columbia JC 34902) | 7.98 | 180 | 3 |
| 176 | **TURNIN' ON** HIGH INERGY (Gordy/Motown G6-978S1) | 7.98 | -- | 1 |
| 177 | **MAGIC IS THE CHILD** NEKTAR (Polydor PD 16115) | 7.98 | -- | 1 |
| 178 | **DEVIL'S GUN** C.J. & CO. (Westbound/Atlantic WT 6100) | 7.98 | -- | 1 |
| 179 | **PURE GOLD** ELVIS PRESLEY (RCA ANL1-0971) | 4.98 | 181 | 3 |
| 180 | **YOU'RE THE ONLY DANCER** JACKIE De SHANNON (Amherst AMH 1010) | 6.98 | 183 | 2 |
| 181 | **LOVE & KISSES** (Casablanca NBLP 7063) | 7.98 | 184 | 7 |
| 182 | **MANDRE** (Motown M886) | 7.98 | 186 | 5 |
| 183 | **HOW GREAT THOU ART** ELVIS PRESLEY (RCA LSP-3758) | 7.98 | 185 | 2 |
| 184 | **TRANS-EUROPE EXPRESS** KRAFTWERK (Capitol ST 11603) | 6.98 | -- | 1 |
| 185 | **ENDLESS SUMMER** BEACH BOYS (Capitol SVBB 11307) | 6.98 | 187 | 20 |
| 186 | **CARDIAC ARREST** CAMEO (Chocolate City/Casablanca CCLP 2003) | 6.98 | 182 | 8 |
| 187 | **MAKING A GOOD THING BETTER** OLIVIA NEWTON-JOHN (MCA 3018) | 7.98 | 158 | 17 |
| 188 | **PORTFOLIO** GRACE JONES (Island ILPS-9470) | 7.98 | -- | 1 |
| 189 | **ROCKY** ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G) | 6.98 | 156 | 35 |
| 190 | **THE JOY** TONI BROWN AND TERRY GARTHWAITE (Fantasy F-9538) | 6.98 | -- | 1 |
| 191 | **GOIN' PLACES** MICHAEL HENDERSON (Buddah BDS 5893) | 6.98 | 172 | 12 |
| 192 | **NATURAL PROGRESSIONS** THE BERNIE LEADON/MICHAEL GEORGIADES BAND (Asylum 7E-1107) | 6.98 | 132 | 13 |
| 193 | **LET THERE BE ROCK** AC/DC (Atco SD 36-151) | 6.98 | -- | 1 |
| 194 | **BREEZIN'** GEORGE BENSON (Warner Bros. BS 2919) | 7.98 | 196 | 2 |
| 195 | **DESTROYER** KISS (Casablanca NBLP 7025) | 6.98 | 195 | 51 |
| 196 | **RINGO THE 4TH** RINGO STARR (Atlantic SD 19108) | 7.98 | 197 | 3 |
| 197 | **CAN'T WAIT** PIPER (A&M SP 4654) | 6.98 | -- | 1 |
| 198 | **KISS ALIVE** (Casablanca NBLP 7020) | 7.98 | 198 | 106 |
| 199 | **CRIME OF THE CENTURY** SUPERTRAMP (A&M SP 3647) | 7.98 | 199 | 2 |
| 200 | **PLAYMATES** SMALL FACES (Atlantic SD 19113) | 7.98 | 200 | 2 |

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)


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# Elvis Costello Signed By CBS

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ing import albums, has been receiving airplay at many FM stations and was the number 36 most active LP on last week's **Cash Box** FM Album Chart.

***'Tremendous Excitement'***

Frey said, "There is a tremendous amount of excitement. The import alone has gotten so much acceptance and airplay in various cities: San Francisco, Los Angeles, Chicago and New York. And the album isn't even available here anymore."

Costello, a former computer programmer from England, first came to attention less than a year ago when he turned recording artist and recorded "My Aim Is True" for Stiff Records, which is manufactured and distributed by Island Records in Great Britain.

The album has become one of the most popular in England and, as a result, Costello is one of the hottest concert attractions there as well. He recently played a six-week engagement at London's Nashville and, according to the club's owner, hundreds of people were turned away each night.

Recently, efforts have been made by American record companies to acquire the rights to distribute Stiff Records' product in the U.S., but nothing has yet been finalized.

Columbia, however, has now picked up Costello as a single artist, without gaining Stiff's other two acts, new-wave group The Damned, and Nick Lowe, who has written and produced for Graham Parker and Dave Edmunds.

Frey added that the contract with CBS is not a single album deal for "My Aim Is True," but said Costello will be considered a Columbia recording artist and will record his future albums for CBS.

***Presley, Springsteen***

Costello's music has been compared to that of several prominent stars, ranging from Graham Parker and Van Morrison to Bruce Springsteen and Elvis Presley, from whom he borrowed his first name.

Frey also handles Graham Parker And The Rumour, Clover and is the American representative for Pink Floyd and said when Costello's album is released here it will be slightly different from the original English version.

"I think there are two changes in the album: there is a live version of 'Blame It On Cain' and there may possibly be strings on 'Allison.' " He also said a song may be added which is not on the English album.

## Harragan To Speak At NAWM Meeting

NEW YORK — The National Association of Women In Music will hold a meeting on Thursday, October 27 at 6:30 p.m. in the 12th Floor CBS Conference Room 51 West 52nd Street.

The guest speaker will be Betty Harragan, member of the Womanschool faculty and author of "Games Mother Never Taught You; Corporate Gamesmanship For Women." There will be a small donation charged to non-members.

***UA PACTS WITH TRY STAR*** *— United Artists Records recently signed a production pact with Try Star Productions, a Los Angeles-based firm headed by former UA promotion men Paul and Jeff Dengrove. The first product scheduled for release under the new pact is an album from blues/rock group Trouble which is due October 21. Pictured (l-r) are: Paul Dengrove of Try Star; Pat Pipolo, vice president of A&R for UA; Mark Levinson, vice president of business affairs for UA; UA president Artie Mogull and Jeff Dengrove of Try Star.*

## Punk Rockers Signed

LOS ANGELES — Kessler/Grass has signed its first punk rock group Christ Child, a California band which will appear on Barak Records in Europe and the Greedy label here.

## New Studio In Miami

NEW YORK — A new recording studio, Dr. Snow's Sound Emporium, has opened in Miami, Florida. Located at 7841 N.W. 56th St., the studio was formerly Robal Recording Studio.

## Singles Bullets

(continued from page 36)

**#51 SANTANA** — Added this week at WING, WZUU, WPEZ, KGW, KXOK, KJRB, KERN, KJR, B100. Jumps this week at KPAM ex-29, KYA 24-18, WNOE ex-39. Sales at City One Stop, Wherehouse/L.A., Tower/S.F./Sac., Poplar/Memphis.

**#52 AEROSMITH** — Added this week at WKLO, WGCL, WCAO, WDRC, WAYS, WAPE. Jumps this week include WRKO ex-27, WPGC ex-30, WPEZ ex-34, WIFI ex-29, WPRO-FM ex-30, 13Q ex-29. Sales at Waxie Maxie, Schwartz Bros./D.C., Poplar/Memphis.

**#54 CARPENTERS** — Added this week at KIMN, KING, WMAK. Jumps this week include WBBQ 22-17, 10Q ex-30, KGW 22-16. Sales at Tower/S.F., Worldwide, Music St./Seattle, Stark/Cleve., P.B. One Stop/St. Louis.

**#58 DOLLY PARTON** — Added this week at WQXI, WHHY, WLAC, WING, WMAK. Jumps this week include KCPX ex-28, WLAC 38-29, WMPS 28-22, KAKC ex-40. Goes to 29 bullet on the **CB** Country Singles chart.

**#59 BOB WELCH** — Added this week at WAYS, 13Q, KRBE, WING. Jumps this week include KILT ex-40, WIFI ex-28, WNOE ex-37, WTIX 22-14, KSTP 18-13, KXOK 31-25, BJ105 40-34, KDWB 24-12, WDRC ex-29. Sales at Aravox/N.Y., El Roy/Long Island, Schwartz Bros./D.C., Stark/Cleve., P.B. One Stop/St. Louis, J.L. Marsh/Minn., Poplar/Memphis.

**#62 BAY CITY ROLLERS** — Added this week at WMAK, WING, Z93, KGW, WBBQ, KEEL, KPAM, WAPE. Jumps this week include KTLK 24-17, WPRO-FM 28-21, WNOE 27-23.

**#64 CROSBY, STILLS & NASH** — Added this week at WKLO, WING, KAKC, KEEL.

**#67 QUEEN** — Added this week at CKLW, 13Q, WCAO, KEEL, WDRC, WBBQ, WZUU.

**#71 ROD STEWART** — Added this week at KILT, WNOE, KJRB, 13Q, WDRC, KJR.

**#73 ROSE ROYCE** — Added this week at WHBQ. Jumps this week include KNDE ex-29, 99X 28-14. Sales at Music Plus/L.A., All Records/Oakland, Sam Goody/N.Y., Waxie Maxie/D.C., Record Dept. Merch./Memphis, Cactus/Houston.

**#77 HELEN REDDY** — Added this week at KSLQ, WGCL, WING. Jumps this week include KHJ ex-29, BJ105 35-29, KEEL 23-19.

**#80 HIGH INERGY** — Added this week at KHJ, WBBQ, WQXI. Jumps this week include WDRQ ex-30, Z93 ex-30.

**#85 DIANA ROSS** — Added this week at WFIL, WCAO.

# Indie Manufacturers Switch To N.Y. Distribs In Boston

(continued from page 7)

over the past few years, have killed the local indie. He noted that Aquarius Distributors, operating out of Hartford, Connecticut, is probably the last significant independent distributor based in New England. Aquarius handles Arista, Mushroom and Fantasy/Milestone, among others.

***Diversify Or Die***

At one time, according to sources, there were many indies operating in the area. At least seven distributorships, they said, have gone out of business in the past ten years. The latest to fold was Disc Distributors, following the loss of Motown to Alpha last August 30.

Sam Diacosavas, sales manager of Aquarius, said the key to his survival and that of other independents was to be "diversified." This was echoed by Dinerstein of Music Supplier. "What has to be done," asserted Dinerstein, "is that the independent man has to start thinking like an independent again and not pattern all of his prices, marketing methods and distribution after the major companies."

Peter McDermott, of Peter's One-Stop in Boston, agreed that the major manufacturers had hurt the independents by their insistence that the indies "stick to the hits." He noted that he often has trouble getting catalog items from independents and noted that "I can show you invoices I've sent to the companies (showing) a 47-49% fill . . . that's not good at all. But you can't blame the indies; the manufacturers created the situation and they can live with it now."

***Favors Small Labels***

One local indie, Rounder Records, has had success eschewing the major lines in favor of the hundreds of small, esoteric labels that are popular in the Boston college market. Owner Ken Irwin suggested that many people tend to "overestimate the (Boston) market" in terms of major label sales potential. Said Peter McDermott, "They run a fine efficient company, a lot like a one-stop. They buy just what they need, and they give good service." Rounder occasionally runs radio and print promotions with local retailers like the Harvard Coop.

The New York distributors in the area, Alpha and Malverne, carry few overlapping lines and are therefore not in direct competition. Alpha, in addition to Motown and London, handles such lines as Arista, CTI, Private Stock and DJM. Malverne distributes UA, Chrysalis and Fantasy/Milestone, among others.

A&M, the biggest indie label, has a Boston sales office and ships out of the Columbia branch in Pittman, New Jersey. ABC, which went to independent distribution in nearly every U.S. market, elected to continue supplying Boston and New England out of its New York branch.

## WEA Has Top 5 LPs, #1 Single On CB's Charts

(continued from page 7)

had 25 positions, giving WEA a total of 110 positions of the combined 665 on the seven charts.

The figure represents more positions than currently being held by any other single company or family of labels.

In addition, Fleetwood Mac's "You Make Lovin' Fun" was the most added single on last week's Pop Radio Analysis, while Debby Boone's "You Light Up My Life" continues in its fourth week as the number one pop single. WEA also has three other singles in the top 10, giving it a total of four, more than any other label or family of labels.

Debby Boone's single also made the fastest rise to number one of any single this year, making it to the top in seven weeks. The Eagles' "Hotel California" was previously the fastest, hitting number one in eight weeks.

"You Light Up My Life" has achieved another unprecedented feat, becoming the first record to be the number one at 100% of **Cash Box**'s eastern and midwest accounts.

# EAST COASTINGS / POINTS WEST

(continued from page 15)

award . . . Happy Birthday to **Helen Reddy** who added one more candle to her cake Monday . . . E/A's new jazz division is off to a flying start with the signing of **Dee Dee Bridgewater** and **Lenny White** . . . CBS has signed **Elvis Costello** while negotiations for the rest of the Stiff Records roster continue. Elvis will be here Nov. 18 & 19, in SF the 15th & 16th . . . CBS has also signed two other new acts, Chicago's **Hounds** and a group called **"Air Supply,"** who are opening for Rod Stewart on some dates of his national tour . . . Look for Epic to throw a big bash for **Network,** Nov. 2, their official L.A. showcase.

**ON THE ROAD WITH JETHRO** — Interesting Information has come our way regarding the twice-yearly tours of the U.S. that **Jethro Tull** mounts with very little fanfare, a minimum of hassle and almost automatic sellouts. For one thing, the tours themselves are planned with almost battle-like logistical precision. The secret is that Tull has two complete road crews, each with their own set of instruments, lights, and other equipment. The teams, red and blue respectively, each travel by bus or truck while the band travels by plane, arriving at each venue exactly at 3 p.m. for a sound check, where a piano tuner, who also flies with the band, checks his ivories. As part of their contract, Tull stipulates that the temperature at showtime must be a perfect 68° — so the instruments won't go out of tune under the heat glare of the lights. It's a plan that would make Patton proud . . . Speaking of tours, **Rod Stewart** is in the midst of his first American tour since **Faces** in 1975 with 48 dates scheduled for 41 cities, a 47-person entourage and over 85 tons of equipment . . . **Crosby, Stills & Nash** began their fall tour with a Portland date Oct. 18. The current Atlantic album of the three re-uniting is still in the top 30 this week. ABC will release "Live," a single album composed of songs taken from a recent tour by Crosby & Nash featuring members of the **Section** on backing instrumentals . . . **Blue Oyster Cult's** current tour features a Star Wars theme highlighted by a stage outfitted to look like the Death Star. Each member of the band is equiped with his own laser but there is one overall laser that covers the whole stage. The band is due here in December . . . **Shirley Bassey** has cancelled the remainder of her tour (10 dates) due to strained vocal cords . . . The **Tubes** have been busy at the A&M sound stage working out the theatrical part of their show which will tour Europe beginning Nov. 3 with a London press conference.

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